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Leckos, Polybios P.

Proposed American-  
Hellenic commercial...

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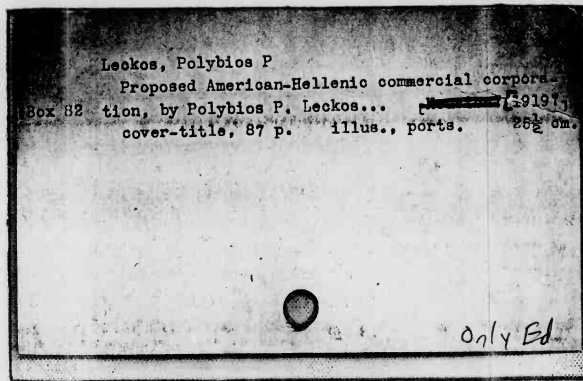
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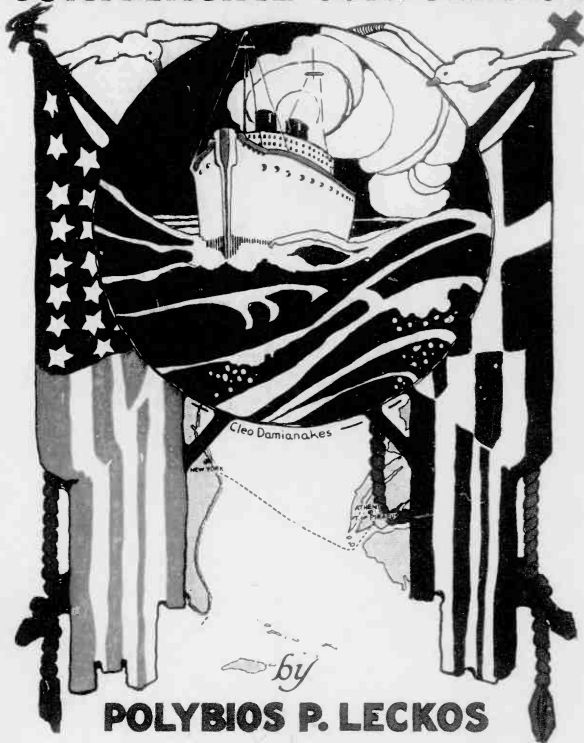
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PROPOSED  
**AMERICAN-HELLENIC  
COMMERCIAL CORPORATION**



*by*  
**POLYBIOS P. LECKOS**

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HIS EXCELLENCY, THE PRESIDENT OF THE UNITED STATES OF AMERICA,  
WOODROW WILSON.



HIS EXCELLENCY, THE PRESIDENT OF THE UNITED STATES OF AMERICA,  
WOODROW WILSON.

THE WHITE HOUSE  
WASHINGTON

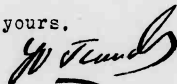
Personal

April 27, 1918.

My dear Sir:

The President directs me to acknowledge the receipt of your letter of April 20th, and to thank you for your friendly sentiments. He has had pleasure in autographing two photographs of himself, one for your papers and one for yourself, in accordance with your request, and I am sending them to you in this mail.

Sincerely yours,



Secretary to the President

Mr. Polybios P. Leckos,  
Houston, Texas.

THOMAS G. BARBAS

TEL. MAIN 392

JOHN G. BARBAS

THE HOME CANDY WORKS

BARBAS BROS., PROP'RS

MANUFACTURERS OF

...Fine Confections and Ice Cream...

17 CADILLAC SQUARE  
DETROIT

November 20, 1918.

Mr. Polybios Leckos,  
Statler Hotel,  
Detroit, Michigan.

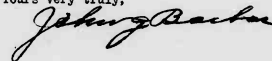
Dear Sir:

I read with great pleasure your essay about the Hellenic-American Commercial Corporation for the development of close commercial relations between Greece and United States, and also, the letters of official persons from both countries, in which are exalted the purposes and the necessity of establishing such a corporation.

Thinking that the broader circulation of your pamphlet will contribute to the accomplishment of this brilliant idea of importance, I beg you to permit me to publish it at my own expense, in an artistic volume, with purpose of distributing it to the Boards of Commerce of U. S., which, I do not doubt, will give due consideration to the matter.

Please accept my esteem and expression of friendship, with which I remain

Yours very truly,



## POLYBIOS P. LECKOS

GENERAL REPRESENTATIVE OF THE SEMI-OFFICIAL PRESS IN ATHENS, GREECE,  
OF THE HELLENIC GOVERNMENT OF LIBERALS

"PATRIS"

"HESTIA"

"ROMIOS"

### INTRODUCTION

Aspiring greatly to see the commercial relations between the United States and Greece increase scientifically and systematically for the benefit of the people of both nations I have decided to publish this study pertaining to the following:

The improvement of cultivating methods and the carrying of the fine products of the Greek soil by the application of modern inventions. The proper packing and advertising of their goods. The utilization of Greece as the natural center for distributing American goods in Greece and the neighboring Nations of the Orient and of the Balkan Peninsula having a population of over seventy-five million.

My study also pertains to the establishing in New York an American Hellenic Commercial Corporation, the purpose and aim of which will be the above stated.

Undoubtedly such a proposed corporation will enable both friendly countries to realize the most desirable closer relations and in that capacity will serve both purposes of the two Democratic Nations, that of the Patriotic and that of a successful enterprise.

DETROIT, Michigan, November the twenty-second, Nineteen Hundred and Eighteen.

*Polybios P. Leckos*

## INTRODUCTORY REPORT

### on the FORMATION OF A JOINT STOCK COMPANY AT NEW YORK

to be styled

### "THE AMERICAN-HELLENIC COMMERCIAL CORPORATION"

The object of which would be the exploitation of the National wealth of both the friendly nations of America and Greece.

By POLYBIOS LECKOS.

The want, in Greece, of requisite systematic advertising and promulgation of that country's products abroad, and the non-existence in that country of an important and serious Commercial Corporation for the propagation of its National wealth beyond its borders have limited the imports into America from Greece to the relatively slight figure Doll. 4203663—as deduced from the official report for the financial year 1914-1915; whereas it could certainly be increased tenfold, or more, were the trade to be conducted in conformity with the rules of the modern scientific methods of commerce, and were due attention and care given to the great power of advertising as well as to the no less important value of co-operation and the association of moral and material capital.

Unfortunately, in Greece, the productiveness is not yet understood, of the practical art of advertising, which is so widely spread in U. S., and which so well serves the interests of merchants, manufacturers, and others, that we often see one half, or more, of the capital of an enterprise laid out in advertising. Likewise, they have not understood, in Greece, the important part that elegant and refined packing of the goods plays—a matter which importers of European commodities have long since duly appreciated, and have developed to such a pitch that very often the packing of certain articles surpasses the contents in value. They are also very far behind times in Greece as regards that valuable factor in the propagation of goods—the commercial traveler—whereas it is well known what a high level of excellence the "salesmen" have reached in America and what wonders they work.

Parsimony in such expenses is misconceived by the Greeks as economy, whereas in truth it is a factor of retrogression and ruin. Another great shortcoming of the Greeks is the difficulty with which they form companies for the launching of important enterprises.

Timidity, hesitation, mistrust, lack of proper commercial education, egoism, petty jealousy, and other difficulties hinder Greek capitalists from forming large companies for the exploitation of all sorts of enterprises, while in this country we see the greatest millionaires putting their capital together and proceeding in admirable concord and confidence to the greatest undertakings.

Greece produces a large quantity of products, some of which, thanks to the climate and soil, are superior to many of their kind produced in other countries as, for example, the world renowned black and Sultana currants, of which, last year, America imported 30 million lbs., value \$1,200,842; the excellent salad oils and olive oil for industrial purposes—of which the imports in 1915 amounted to \$595,223; the tasty olives, of which 1,000,000 lbs. were imported last year, value \$113,713; splendid cheese, of which the imports reached, in 1915, 3 million lbs., value \$403,952; the well known figs, of which 4,380,000 lbs. were imported last year, value \$138,024; the excellent cognac, liquors, mastic, and the renowned wines in cask and bottle, of which the imports, last year, reached \$120,658; the fine and sweet almonds, filberts, walnuts and chestnuts, of which only \$23,638 were imported, while the great consumption of these, and especially by confectioners, who for the most part are Greeks, gives us hopes of a great increase in their importation in the near future. The excellent preserved vegetables and fruit, of which, in 1915, \$80,142 in value were imported; the genuine and excellent butter, of which only \$16,000 worth was imported; the renowned sponges, of which were imported \$34,321; the well known Pentelic marble and the magnesite, of which the imports amounted to \$60,995; the exquisite Mt. Hymettus honey and beeswax, which reached the figure of \$72,557; the goat, kid, sheep and lamb skins, which were imported to the value of \$142,193.

In Greece there are also wonderfully efficacious medicinal waters which could be imported in large quantities, many thousands of dollars in value; also numerous other products which could find a ready sale were more attention paid to their selection, grading, elegant "make up" and outside appearance, things which, under the conditions ruling now-a-days, are essential for the successful sale of products in this vast Republic.

Beside the above mentioned important shortcomings, other factors, equally important, have tended to prevent their being in demand by the many millions of Americans, the demand being restricted to the Greeks in America, numbering about 500,000, and to the lower classes of the Italian colony, whereas, if the trade in Greek produce were conducted on other lines, the Greek and Italian colonies, whose members in America reach the number of about 4,000,000, could alone, without doubt, consume at least five times the amount of produce at present imported from Greece.

Unfortunately the majority of those who are engaged in the importation of Greek produce have no method in their work, and one constantly hears complaints on the part of their customers—some protesting that the goods are falsified or adulterated, others again complain that their consignments

are not up to sample, or inferior to previous consignments, and these complaints circulating amongst the consumers deter them from buying Greek produce, that of other countries being preferred by them.

Many Greek shippers, too, owing to lack of judgment, do not pay sufficient attention to the collection of the very best quality of produce, nor to the proper packing of the same that they may reach their destination in good condition. Thus, altho they obtain very good prices for their commodities in America, and they could very well ship the best qualities, their cupidity and the want of many other qualifications hinders the development and promotion of this trade to the extent previously mentioned.

The above facts have encouraged us in our resolution to exert all our influence and energy in order to form a joint stock company in America under the title of "The American-Hellenic Commercial Corporation" or any other title which may be considered most suitable and whose aim will be the advertising, propagation, and consumption of Greek produce on a large scale, and after these same goods have been manipulated, with the object of proper selection, perfection, and attractive packing at special depots, to be established in various productive provinces in Greece, and at which all the American progressive methods, which have done so much for the advancement of commercial and industrial enterprise in America, will be applied.

Side by side with this so important object of the company, this company may likewise render a great service to the national industries of the United States which have shown, especially during the last years, such marvelous and triumphant progress and development, that they are regarded as destined to hold the sceptre of the world's industrial movement in the near future. The company, once having established its depots in the principal towns of old and new Greece can easily utilize these for the introduction and sale of innumerable American industrial products; and the Greeks, having in view the immense services rendered by the company in the propagation of Greek products, will undoubtedly give the preference to America out of reciprocity and gratitude.

The company, when it has established one of the most perfect institutions which Greece has ever seen, for the one object, will not only not be hindered, but will, on the contrary, be aided in its work by this second one—and this, without any extra expense—for, with about the same personnel and the same offices and depots, it can easily and efficiently pursue both objects, while on the other hand the company's financial resources will be increased and its success still further assured.

In this connection it may be mentioned that there are no private or joint stock enterprises in Greece having this line of trade as their object, which can in any way be compared to the American superiority and perfection either financially or in method which the company in question would show.

With the exception of four or five Commission Agents' bureaus of some importance (and even these are run by foreigners) which do an import and export commission business to and from Germany and other European coun-

tries, and which do not trade on their own account for want of sufficient capital, the others are of very moderate means or repute and can nowise compare with serious and important commercial institutions such as the proposed company or corporation.

On the other hand, the company besides its headquarters in America, will have at first, 10 or 15 branch offices in the largest and most important commercial and industrial towns in the United States—which may later on be increased to twenty or more—and will thus be in immediate touch with those who are interested in the exportation of their products, and this, without any extra expense for "personnel" or offices, as the company can utilize the same offices and the same managers for both branches of business.

American manufacturers will find no better representatives than the proposed corporation to entrust with their interests connected with export business to Greece, and Greeks can find no better intermediary than this company whenever they require any American goods, for both will be perfectly at ease when such a company undertakes to serve them, as they will be assured of being treated with the honesty, regularity, good faith and promptness which are the American's distinguishing features. And, American industries produce a great variety of produce that can find a genial soil for their propagation in Greece, as is proved by the exports from America during last year, and which amounted to \$22,912,499.

It is true that Greece was under necessity of purchasing in America, in consequence of the war, many goods which she previously purchased in European countries; many of these, however, she will certainly continue to import from America even after the termination of the war; for not only do they equal the goods imported from Europe but very often excel them, and this is not only in quality but in cheapness. For example,—the well known American wheat and flour, whose flavor and yield are unique and of which the exportation to Greece reached, last year, the very satisfactory figure of \$14,512,580; barley and corn, which reached the figure of \$594,670; sugar, of which there are immense refineries in America, and whose degree of sweetness and whiteness is exceptional, reached the figures of \$473,600; American kerosene, which no other similar industry can equal in quality, was exported last year to the extent of \$593,149; cotton seed oil, paraffine, oleomargarine, and many other oils whose excellence cannot be matched, reached the figure of \$551,544. Gasoline and naphthalene, which are preferred on account of their excellence, reached \$159,334; American rice, which is held in great esteem, reached \$155,106; American cotton, which is grown in large quantities and which occupies the front rank in quality, can be of great assistance to the Greek textile industry, and was exported to Greece last year to the extent of \$370,837. The famous Texas horses were exported to the value of \$242,350. American footwear, world-renowned for their solidity and comfort (men's and women's and slippers) reached \$154,928; the matchless American shoe leather was imported to Greece, in 1915, to the extent of \$370,449. Motor cars and lorries were exported to \$462,077 in value. Cotton cloths and other cotton goods which surpass in quality those of any other origin, were

imported to Greece last year to the value of \$615,446. Various acids drugs, sulphate of copper, soda and other chemicals reached \$303,385. Copper, lead, zinc, and iron in sheets, rods, bars, and wire, reached \$343,496. Sacks, ropes, twines and divers articles made of vegetable fibre reached \$139,873. Locomotive engines and other railway machinery reached \$329,363. Wooden goods reached \$200,320. Oleo oil, starch, paraffine wax, \$152,939; guns rifles, revolvers, cartridges and powder reached \$173,021; brass goods, electric motors, telephones, and accessories, \$136,463; ploughs, reaping machines and other agricultural implements, which are beyond competition, were exported to the amount of \$36,417. Paper for the printing of books, newspapers, periodicals, and other uses, distinguished for its excellent quality; fertilizers, which are of such great assistance to farmers; jewelry, which has reached a high pitch of perfection and which supplies wonderful imitations; and numerous other products which we omit for the sake of brevity, and which the corporation could successfully introduce into the Greek markets in such quantities as to make it easy for those who will regularly visit the most important commercial centres of the above states in order to propagate and sell the products, the sale of which will have been entrusted to the said company.

The corporation could also be able to operate in a suitable way with the Government through its sub-agencies and get commissions to supply the needs of the country as well as of the Army and Navy and pass same over to be executed by American factories, the importance of this achievement alone is so evident that it is worth considering.

Having the corporation chosen experienced and expert representatives residents of Greece who naturally would be acquainted with the markets and individuals of the country, it will be in a better position than any other competitor to get and not let slip from its grasp, each and every order the country demands, to the entire satisfaction and incalculable advantage of the American National wealth, as well as to its shareholders and founders.

One could with certainty back the success of it, when one takes into consideration that the Greek Government will have ample reasons to give its preference and support to the corporation partly owing to the inestimable services that will render towards the development and improvement of the country's production, and mostly because it will be the only well organized corporation in Greece that could carry out such important commissions with invincible prices and facilities.

According to our conception, and in order to establish such a corporation in America, to carry out its mission successfully as afore stated, a capital of \$2,000,000 divided into 20,000 shares at \$100.00 each share would be sufficient for the present.

From the capital stock of the corporation about \$400,000 must be disposed for the erection of suitable stores in Greece in which to prepare, select, refine, pack up and classify according to the latest methods, the various products. Such stores should be installed in self-owned places of the corporation where

private departments must be made for the storing and sale of the different products sent from America.

The corporation will also organize a suitable self-owned building in the foremost central part of Athens and reserve it as a permanent exposition and sample room of the American products and manufactures, and to keep its gates open to the various visitors and traders of the near East, Egypt and Balkan States.

In that exhibition will be also a special section of trustworthy and capable commercial travelers, who will be conversant with the languages and persons of the countries they will be assigned to travel, and whose special duties will be to demonstrate and sell the products in question.

In this same exhibition there will be an advertising department which will serve to make known the products on sale and will be conducted on the most modern and approved lines which will guarantee successful results.

It is also indispensable that the company should invest approximately another \$400,000 for the permanent and suitable advertising of Greek produce imported into the United States, either through the medium of the press or by any other means which may be regarded as most efficient. As regards the products which will be exported from America to Greece, the advertising of these will be undertaken by the company, but the proportionate expense will be borne by the American manufacturers who will deal with the company, as this is generally reckoned by them as an understood thing.

It will also be necessary for the company to reserve \$200,000 for the establishment of 10 or 15 large depots at the principal American commercial centers, where produce imported from Greece will be concentrated and thence distributed to the smaller markets. At these depots there may be special departments for the exhibition and sale of Greek produce.

The balance of the share capital, viz., \$1,000,000, will serve as working capital for the purchase, first hand, at the place of production, of such Greek produce as the company may regard as salable in the United States.

In the same manner the company will purchase such American produce as may be readily sold in Greece, negotiating such purchases directly with the manufacturers and producers.

The company, being incorporated in the U. S. A., will naturally be subject to the laws of that country, and its management will be in the hands of a board of nine directors, from which the President, Vice-President, and Treasurer will be chosen. The Board of Directors will elect two managers, of whom one will manage the affairs of the Head Office and the United States branch offices and depots; while the other, who will reside in Greece, will manage the offices and depots there, and effect the necessary purchases and sales in conformity with the instructions given from time to time by the President of the Board of Directors.

As regards the other rules and regulations, they will be drawn up by the future founders and shareholders. And the duties of the company's "personnel" will be set forth under special rules and regulations drawn up by

the future managers, after being previously submitted to and sanctioned by the Board of Directors.

The most important question which the company is to look to, is the purchase of all goods first hand, direct from the producer or manufacturer, without the intervention of any third party, and under the strictest and personal supervision of the managers themselves. A point which will make the company's purchases much lower in price than those of any other purchaser.

The company will also be in a position to secure good freight rates much lower than other shippers; on the one hand on account of the important shipments it will effect, and on the other hand because it will often charter entire steamships, whenever there is sufficient merchandise to make up a complete cargo.

The elegant, refined packing of Greek produce in the company's depots, in which falsification and adulteration will be strictly and absolutely forbidden; and special marks for the various grades so that they may be readily distinguished, will be the fundamental principles of a conscientiously conducted and scientifically managed business.

Such a company, well organized on sound business principles, will undoubtedly and immediately attract the attention and interest of the Greek producers and American consumers of the former on account of their dealing with an important company commanding large capital, and whose object will be to ameliorate and develop the country's production; and of the latter on account of their being able, at any moment, to find genuine Greek products at the best prices and on the easiest terms and conditions.

It is indisputable that the Greek Government themselves, having in view the object and the value of such a company, will grant it every possible support and protection in order to insure its success which will in the future show its beneficial influence even on the country's financial budget.

From a speculative point of view, too, the company will easily and rapidly find the necessary capital amongst bankers, capitalists, and others; for its future may be predicted as brilliant, as it will not only concentrate the commerce already carried on between Greece and the United States, for the reasons above stated, but will rapidly and certainly increase its volume greatly by reason of its methodical manner of working and the making good of the numerous and important defects which commerce between Greece and this hospitable nation presents.

Another no less weighty reason which encourages us in our optimism as regards the possibility of raising the proposed capital is, that the second object (as above set forth) of the company is equally profitable and advantageous as the first, and makes the success of the company as a commercial enterprise all the more certain. We therefore believe there will not be a banker, manufacturer or other capitalist, who on carefully studying the present report, will have any hesitation in assisting morally and materially our efforts to form a company such as the one proposed above in America.

Athens, Greece. 30 January, 1917.



## COPIES

of

answers from various official persons  
in United States of America and Greece

on the Introductory Report of

**Mr. Polybios P. Leckos**

for the

Formation of a joint stock company at New York, N. Y.

to be styled

**"THE AMERICAN-HELLENIC COMMERCIAL  
CORPORATION."**

The following gentlemen are those who have answered my inquiries and their replies are printed herein:

1. H. E. Thos. R. Marshall, Vice-President of the U. S. of America.
2. H. E. William C. Redfield, Secretary Department of Commerce, W. D. C.
3. H. E. Alvey A. Adey, Assistant Secretary Department of State, W. D. C.
4. H. E. R. Leffingwell, Assistant Secretary Department of Treasury.
5. H. E. Garrett Droppers, American Minister in Athens, Greece.
6. Hon. George P. Waller, American Vice-Consul in Athens, Greece.
7. Hon. A. B. Cooke, American Consul in Patras, Greece.
8. H. E. Charles Henderson, Governor State of Alabama.
9. H. E. George W. P. Hunt, Governor State of Arizona.
10. H. E. Charles H. Brough, Governor State of Arkansas.
11. H. E. Walter E. Edge, Governor State of New Jersey.
12. H. E. T. W. Bickett, Governor State of North Carolina.
13. H. E. Emmet D. Boyle, Governor State of Nevada.
14. Hon. Eugene M. Kerr for the Governor State of Oklahoma.
15. H. E. E. L. Philipp, Governor State of Wisconsin.
16. H. E. N. M. Butler, President Columbia University and President of American-Hellenic Society.
17. Hon. C. Voicly, President of the Panhellenic Union of America.
18. Hon. John C. Eliasco, President American Chamber of Commerce for the Levant in Athens, Greece.
19. Hon. Elliot H. Goodwin, General Secretary Chamber of Commerce of the United States of America, W. D. C.
20. Hon. H. H. Garver, Foreign Trade Commissioner of the Chicago Association of Commerce.
21. Hon. C. T. Atkinson, Secretary Chicago Stock Exchange.
22. Hon. J. Hubbert Cullen, Secretary Foreign Trade Bureau Detroit Board of Commerce.
23. Hon. Lewis L. Clarke, President The American Exchange National Bank in New York, N. Y.
24. Hon. Charles H. Sabin, President Guaranty Trust Company of New York.
25. Hon. G. M. Dahl, Vice-President The Chase National Bank, New York.
26. Hon. J. E. Bauder, Jr., President Whitney-Central National Bank of New Orleans, La.
27. Hon. F. A. Goodhue, Vice-President The First National Bank of Boston.
28. Hon. C. T. Jaffray, President First and Security National Bank of Minneapolis, Minn.
29. H. E. Eleutherios K. Venizelos, President of the Hellenic Government.
30. H. E. Emanuel Repoulis, Vice-President of the Hellenic Government.
31. H. E. Themistokles Sophoulis, President of the Hellenic Chamber of Deputies.
32. H. E. Nicholas Polites, Minister of Foreign Affairs of Greece.

33. H. E. A. Michalakopoulos, Minister of the Domains of the State and Interior Colonization of Greece.
  34. H. E. Thalís Koutoupis, Minister of the National Economy of Greece.
  35. H. E. Perikles A. Argyropoulos, Minister of Labor of Greece.
  36. H. E. Leonidas Empeirikos, Minister of Provisions of Greece.
  37. H. E. John Drossopoulos, Vice-President National Bank of Greece.
  38. Hon. John Eliaskos, General Director Bank of Athens, Greece.
  39. Hon. S. Moshovic, Director Ionian Bank, Limited, Athens, Greece.
  40. Hon. D. Loverdos, General Director Popular Bank, Athens, Greece.
  41. Hon. M. Karamanos, Director Bank of Piraeus, Greece.
  42. Hon. G. Moatsos, Director Agricultural Bank of Macedonia and Epirus, Salonica, Greece.
  43. Hon. Hugo Mossery, Director Bank of Salonica, Greece.
  44. Hon. E. Fernandes, Director Bank of Commerce and Deposits, Salonica, Greece.
  45. Hon. G. Eliopoulos, President Chamber of Commerce and Industry of Piraeus, Greece.
  46. Hon. K. E. Maneas, President Commercial Association of Athens, Greece.
  47. Hon. G. Kazis, President Chamber of Commerce and Industry of Salonica, Greece.
  48. Hon. A. Makris, President Commercial Association of Salonica, Greece.
  49. Hon. P. Kyrtis, President Association of Manufacturers of Macedonia, Salonica, Greece.
  50. Hon. J. Karamandanis, President Commercial Association of Patras, Greece.
  51. Hon. Th. K. Koutsomitopoulos, President Commercial Association of Calamata, Greece.
- Detroit, Michigan, 5 December, 1918.

# THE VICE-PRESIDENT'S CHAMBER Washington, D. C.

June 6th, 1918.

Polybios P. Leckos,  
C/of Greek General Consulate,  
Chicago, Ill.

My Dear Sir:—

I have read with much interest your proposed plan for the formation of a corporation to promote trade between America and Greece. I should say, however, that before you could proceed very far with this very desirable enterprise, it would be necessary to have diplomatic negotiations to assure the equal protection against loss by each of the countries to the representatives of the corporation.

Very respectfully yours,  
(Signed) THOS. R. MARSHALL.

DEPARTMENT OF COMMERCE  
Office of Secretary  
Washington, D. C.

May 28, 1918.

Mr. Polybios P. Leckos,  
C/of Greek General Consulate  
Chicago, Illinois.

Dear Sir:—

I thank you for submitting to me your plans for the extension of commercial intercourse between Greece and the United States as contained in your letter of May 24. I am frank to say to you that it would not be proper for me as the Secretary of Commerce to place my indorsement upon the plans of any one individual or company. The object that you have in view, closer trade relations between your country and the United States, is highly desirable and this Department will be glad to extend assistance to you in efforts to that end. Such assistance would be rendered you through the Bureau of Foreign and Domestic Commerce, of this Department, and if at any time you wish to consult that Bureau please feel free to do so.

You will realize, of course, at the present time the necessities of war take precedence over the needs of commerce and that because of shipping conditions and the restrictions upon our import and export trade the present is not perhaps the most propitious time for inaugurating a service such as you contemplate. It is, however, a time for the laying of plans and thorough preparation for commerce after the war.

The success of an organization such as is proposed in your prospectus would depend primarily upon sufficient financial resources and the skill and

ability of those administering its affairs. I would also suggest that you should not rely too strongly upon the exhibit features of your plan. Such exhibit and sample rooms have been attempted in various places by various organizations but not with any marked degree of success.

Very truly yours,  
(Signed) WILLIAM C. REDFIELD,  
Secretary.

pjs:es

DEPARTMENT OF STATE  
Washington, D. C.

June 5, 1918.

In reply refer to  
TA-668.11171/1

Mr. Polybios P. Leckos,  
C/of Greek Consulate General,  
Chicago, Illinois.

Sir:—

The Department of State has received your letter of May 24, 1918, transmitting a memorandum on the proposed formation of a company to be called the American-Hellenic Commercial Corporation and begs to assure you that it views with favor all legitimate effort to develop the trade relations of Greece and the United States.

I am, Sir,  
Your obedient servant,  
For the Secretary of State:  
(Signed) ALVEY A. ADEE,  
Second Assistant Secretary.

DEPARTMENT OF STATE  
Washington, D. C.

July 2, 1918.

In reply refer to  
TA-668.11171/3

Mr. Polybios P. Leckos,  
C/of Greek Consulate General,  
Chicago, Illinois.

Sir:—

The Department has received your letter of June 24, 1918, in further reference to the proposed formation in New York of the American-Hellenic Commercial Corporation, the introductory report on which the Department has read with interest.

As you were informed in the Department's acknowledgment of June 5

the Department is disposed to encourage all proper efforts looking toward the extension of commercial relations between the United States and Greece.

I am, Sir,  
Your obedient servant,  
For the Secretary of State:  
(Signed) ALVEY A. ADEE,  
Second Assistant Secretary.

(Official Seal)

TREASURY DEPARTMENT

Washington, June 4, 1918.

Mr. Polybios P. Leckos,  
C/of Greek General Consulate,  
Chicago, Illinois.

Dear Sir:—

By direction of the Secretary, I beg to acknowledge receipt of your letter of May 24, 1918, containing suggestions for the formation of a company to stimulate trade relations between Greece and the United States.

The suggestions made by you will receive the careful consideration of the Department.

Thanking you for your letter, I am,  
Very truly yours,  
(Signed) R. LEFFINGWELL,  
Assistant Secretary of the Treasury.

LEGATION OF THE UNITED STATES OF AMERICA

Athens, Greece

OFFICIAL SEAL

Athens, Greece, March 30th, 1917.

Mr. Polybios P. Leckos,  
C/of Athens Hotel, City.

Sir:—

I have examined your plan for an extension of commercial intercourse between the United States and Greece, and while I recognize the existence of a number of initial difficulties, yet I am free to confess if these are overcome that the proposition you make cannot fail to succeed and to profit both America and Greece. The underlying condition making for success is that American goods are widely demanded in Greece and appreciated by the general consumer and at the same time that Greece has much to offer

America in goods by way of exchange. I subscribe fully to your observation that Greek products for exportation to America be indefinitely increased and only avoid the intelligent exploitation of the Greek producer.

With best wishes for the success of this interchange of commerce between the two countries, I am, Sir,

Yours faithfully,

(Signed) GARRETT DROPPERS,

American Minister.

#### AMERICAN CONSULAR SERVICE

Athens, Greece, March 30, 1917.

Polybios P. Leckos, Esquire,  
Hotel d'Athènes, En Ville.

Sir:—

Receipt is acknowledged of your letter of March 26, inclosing a prospectus of your proposed joint-stock company to be called "The American-Hellenic Commercial Corporation."

The writer has read with much interest your very excellently prepared brochure, and has discussed it with H. E. the American Minister, who has also expressed his lively approbation.

Such a company as you plan, if very carefully and ably managed, would it is thought, not fail to benefit the commercial relations between Greece and the United States. Pray accept my best wishes for your success in these laudable plans.

I am, Sir,

Yours, etc.,

The American Vice Consul in charge,  
GEORGE P. WALLER.

#### AMERICAN CONSULAR SERVICE

Patras, Greece, February 28, 1917.

Mr. Polivios P. Leckos,  
Hotel Athene, Athens.

Dear Sir:—

I beg to acknowledge receipt of your letter of February 6/19, 1917, received February 24th, in which you inclose a statement of yours looking to the establishment of an "American-Hellenic Commercial Corporation" to aid in developing commercial relations between Greece and the United States.

You request my opinion on this project.

As your statement of 16 typewritten pages is in the Greek language, I

have not taken occasion yet to go through it, and can not, therefore, pass any opinion on the details of your plan.

I am always interested, however, in any plan or undertaking that tends to make for the upbuilding of legitimate and well-founded trade between this district and the United States. It seems to me there is an excellent opportunity for an undertaking so conceived, especially in view of conditions likely to maintain at the close of the present war. There are many good reasons why American-Hellenic trade should grow.

Very respectfully yours,

(Signed) A. B. COOKE,

American Consul.

610.

#### STATE OF ALABAMA Executive Department

Charles Henderson,  
Governor.

Montgomery, July 11, 1918.

Mr. Polybios P. Leckos,  
C/of Hellenic General Consulate,  
Chicago, Illinois.

Dear Sir:—

Acknowledging yours of June 24th and also of May 24th in reference to your proposed joint stock company to promote the commercial relations between Greece and the United States. The plan presented on its face appears practical but being unable for lack of time to analyze it carefully I cannot give a stronger expression of our views.

Respectfully yours,

(Signed) CHARLES HENDERSON,

Governor.

#### EXECUTIVE OFFICE State House

Phoenix, Arizona, July 3, 1918.

To His Excellency,  
Polybios P. Leckos,  
C/of Greek General Consulate,  
Chicago, Illinois.

Dear Sir:—

I am in receipt of your letters of May and June 24th, and while I appreciate very much your courtesy in sending me report relative to the American-Hellenic Commercial Corporation, I would not presume to express any opinion on the subject, as it deals with phases of business and commerce largely unrelated to the general run of affairs in this State, affairs which

have so engrossed my entire time and attention during this year that it is absolutely impossible for me to give your report that careful and painstaking study which would alone justify an expression of opinion on my part.

Assuring you that I am for anything which will strengthen the bonds between your Country and mine, and that I appreciate very keenly the suffering which has been inflicted upon your people by the machinations of German propaganda and am very mindful of the noble struggle that is being made for internal democracy by the people of Greece, I have the honor to be,

Very respectfully yours,

(Signed) GEO. W. P. HUNT,

Governor of Arizona.

Executive Chamber  
STATE OF ARKANSAS

Charles H. Brough,  
Governor

Little Rock, June 28th, 1918.

Mr. Polybios P. Leckos,  
C/of Hellenic General Consulate,  
Chicago, Ill.

My Dear Sir:—

In reply to your letter of a few days ago when you mailed me a copy of your report relative to the formation in New York of the American-Hellenic Commercial Corporation, will state that the idea strikes me as a mighty good one.

It seems that an organization of this character meets a good purpose in our country at this time and you are doing a good work. I wish you great success.

Very respectfully,

(Signed) CHARLES H. BROUGH,

Governor.

STATE OF NEW JERSEY  
Executive Department

Trenton, May 28, 1918.

Hon. Polybios P. Leckos,  
C/of Greek General Consulate,  
Chicago, Illinois.

Dear Sir:—

I desire to acknowledge your letter of May 24th. In the midst of so

many responsibilities incident to the war work, I confess that I have not had time to go over and digest the introductory report which you inclosed. Therefore, it is out of the question for me to go into details of the plan.

However, as a general proposition, it appeals to me very strongly, not only as a means of cementing the very friendly relationship between Greece and the United States but also for extensive commercial development—as it were—the opening up of new mines of trade.

Thanking you for your courtesy, I am,

Very sincerely yours,

(Signed) WALTER E. EDGE,

Governor.

STATE OF NORTH CAROLINA  
Governor's Office

Raleigh, June 29th, 1918.

Mr. Polybios P. Leckos,  
C/of Hellenic General Consulate,  
Chicago, Ill.

My Dear Sir:—

I thank you sincerely for your favor of May 24th inclosing a copy of your report relative to the formation of the American-Hellenic Commercial Corporation and I beg to assure you that any steps which might serve to benefit the commercial relation between Greece and the United States have my heartiest approbation.

Very truly yours,

(Signed) T. W. BICKETT,

Governor.

B-G

(Official Seal)

STATE OF NEVADA  
Executive Chamber  
Carson City

July 1, 1918.

Mr. Polybios P. Leckos,  
C/of Hellenic General Consulate,  
Chicago, Illinois.

My Dear Mr. Leckos:—

I am in receipt of your letter of the 24th ultimo from Minneapolis and,

needless to say, sincerely hope and trust that your admirable plans looking to the betterment of commercial relations between Greece and the United States may be carried into effect.

Very truly yours,  
(Signed) EMMET D. BOYLE,  
Governor.

(Official Seal)

STATE OF OKLAHOMA  
Executive Office

Oklahoma City, June 27th, 1918.

Mr. Polybios P. Leckos,  
C/of Hellenic General Consulate,  
Chicago, Ill.

Dear Sir:—

The Governor is in receipt of your favor of June 24th. He is greatly interested in any movement which will result in an extension of the friendly relations between this country and Greece and the development of commerce on a basis advantageous to both nations.

Respectfully,  
(Signed) EUGENE M. KERR,  
For the Governor.

EMK-S

EXECUTIVE CHAMBER  
Emanuel L. Philipp, Governor

Madison, Wis., June 26, 1918.

Mr. Polybios P. Leckos,  
C/of Hellenic General Consulate,  
Chicago, Illinois.

My Dear Sir:—

I have your favor of June 25th and I beg to advise you that under date of May 29th I wrote you as follows:

"I have your favor of the 25th inst. written from Oklahoma City, Oklahoma, in which you inclose to me an outline of your plan to interest capital in an enterprise which will bring the friendly relations of America and Greece into closer commercial relationship.

"I need not say that such an endeavor is exceptionally worthy and I wish you every measure of success in your undertaking."

This letter was in response to your favor written from Oklahoma City, May 24th.

I take it for granted that my communication on the above date covers the points desired.

Yours truly,  
(Signed) E. L. PHILIPP,  
Governor.

NICHOLAS MURRAY BUTLER  
Broadway at 116th Street

New York City, July 1, 1918.

Mr. Polybios P. Leckos,  
C/of Hellenic General Consulate,  
Chicago, Ill.

Dear Sir:—

I have read with attention your letter of the 26th ult. and its enclosure. I am not sufficiently familiar with existing conditions and opportunities to pass judgment upon the particular plan to which you refer. I am, however, earnestly in favor of any practicable plan that will bring the people of Greece and those of the United States into closer and more constant relationship, both commercial and otherwise.

Faithfully yours,  
(Signed) NICHOLAS MURRAY BUTLER,  
President of the Columbia University, and  
President of the American Hellenic Society.

C. VOICLY  
President of The Panhellenic Union of America  
35 Nassau Street,

New York, N. Y., August 9th, 1918.

Mr. Polybios P. Leckos,  
Chicago, Ill.

Dear Sir:—

I am in receipt of both your letters of June 26th and August 1st, and I wish to state to you that I have read very carefully your report relative to the formation of an American-Hellenic Commercial Corporation, with the object to promote and benefit the commercial relations between America and Greece after the war.

The result of my study is that every Greek should wish to see a com-

mercial company of this kind established in both the above countries for the single reason that such a company, if properly managed, would not fail to increase their commercial relations to their mutual advantage. Therefore, I fully subscribe to your proposition and wish you a full success.

Yours, truly,

(Signed) C. VOICLY.

Athens Branch of the  
AMERICAN CHAMBER OF COMMERCE  
for the Levant

1 a Sophocles Street, Athens, Greece,  
March 16, 1917.

Mr. Polybe Lekos,  
Athens.

Dear Sir:—

We are pleased to state as an answer to your letter of March 15 that your project of establishing an American-Hellenic Commercial Corporation, the main lines of which are outlined in your report kindly submitted to us, has greatly interested us and venture to say that if rightly organized this corporation will prove of an immense benefit to the commercial relations of both involved countries, Greece and United States as well.

Wishing you, dear Sir, every success in your new venture, we are,

Yours very truly,

(Signed) JOHN C. ELIASCO,  
President.

CHAMBER OF COMMERCE  
of the  
UNITED STATES OF AMERICA  
Washington, D. C.

November 29, 1918.

Mr. Polybios P. Leekos,  
Statler Hotel, Detroit, Mich.

Dear Sir:—

For your courtesy in placing before us, with your letter of November

16th, an outline of the project you have formed for developing reciprocal trade between Greece and the United States, we are very grateful.

As you will understand, however, we are not in a position to express any opinion about the possibilities of success of particular projects. Experience in commercial affairs and other matters of a personal nature, on the part of managers of such enterprises, necessarily have a great deal of influence upon their success or failure.

At the same time, we are very glad to have information about your plan, and shall keep it at hand in order that we may answer any inquiries with respect to it that are addressed to us.

Very truly yours,

(Signed) ELLIOT H. GOODWIN,  
General Secretary.

3/13

THE CHICAGO ASSOCIATION OF COMMERCE

(Official Seal)

H. H. Garver,  
Foreign Trade Commissioner.  
10 South LaSalle Street,  
Chicago, July 1, 1918.

Mr. Polybios P. Leekos,  
C/of Greek General Consulate,  
143 N. Dearborn St., Chicago, Ill.

Dear Sir:—

I am in receipt of your communication of the 27th ultimo in which you inclosed a copy of an introductory report concerning the formation of a joint stock company.

There is no doubt that the formation of a company along the lines which you set forth would be of great benefit to both countries for trade to be had after the conclusion of the war.

In the event that you are in the city, I will be very glad to have a personal talk with you on this subject.

Yours very truly,

(Signed) H. H. GARVER,  
Foreign Trade Commissioner.

HHG:NCH

## CHICAGO STOCK EXCHANGE

Office of the Secretary

August 6, 1918.

Mr. Polybios P. Leckos,  
C/of Hellenic General Consulate,  
Chicago, Ill.

Dear Sir:—

I am in receipt of your communications of June 26th and August 1st addressed to the President of the Chicago Stock Exchange. We have been interested in reading the subject as you have presented it, proposing plans for the formation of a joint stock company to be known as the American-Hellenic Commercial Corporation.

If the plan can be carried through to the establishing of close reciprocal commercial relations between this country and Greece, it will not fail of general approval. Such a consummation is greatly to be desired in a reconstruction of national relationships after the war.

The Chicago Stock Exchange, by reason of the specialized character of its work and inasmuch as it does not deal or offer a market place for commodities, would be unable to have more than a sentimental interest in the project you propose. We, however, believe the plan is a most worthy one and extend to you our best wishes for success.

Very truly yours,  
(Signed) C. T. ATKINSON,  
Secretary.

## DETROIT BOARD OF COMMERCE

Detroit, Mich., November 19th, 1918.

Mr. Polybios P. Leckos,  
C/of Hellenic General Consulate,  
Chicago, Ill.

My Dear Sir:—

I have read your letter regarding the formation of the American-Hellenic Commercial Corporation, and believe that any company that can increase business dealings between Greece and the United States is worthy of consideration. There is no question in my mind that when peace is permanently restored, there will be more business done with all foreign countries, and

hope that your company may be a strong link in the chain, which will make this possible between Greece and our country.

Yours very truly,  
(Signed) J. HUBBERT CULLEN,  
Secretary Foreign Trade Bureau.

## THE AMERICAN EXCHANGE NATIONAL BANK

No. 128 Broadway

New York, June 3rd, 1918.

Mr. Polybios P. Leckos,  
C/of Greek General Consulate,  
Chicago, Illinois.

Dear Sir:—

I have for acknowledgment your letter of May 24th, 1918, inclosing the introductory report you have prepared, outlining a plan for the formation of "The American-Hellenic Commercial Corporation."

The plan as outlined is interesting and might result in a successful business, but I feel that conditions at this time are too disturbed to enable one to make any safe prediction with regard to the outcome of new enterprises of an international character.

Very truly yours,  
(Signed) LEWIS L. CLARKE,  
President.

LST:JD

## GUARANTY TRUST COMPANY OF NEW YORK

140 Broadway

Capital, \$25,000,000.

Surplus, \$25,000,000.

New York, June 5, 1918.

Mr. Polybios P. Leckos,  
C/of Greek General Consulate,  
Chicago, Illinois.

Dear Sir:—

I have read your suggestion with considerable interest. The idea, I believe, under peace conditions could be inaugurated with success, but I do not feel that this is a time to entertain a proposition of this character.

I regret, therefore, our inability to participate in it.

Very truly yours,  
(Signed) CHARLES H. SABIN,  
President.

CHS:RL



THE CHASE NATIONAL BANK  
New York

July 2, 1918.

Polybios P. Leckos, Esq.,  
C/o Greek General Consulate, Chicago, Ill.

My Dear Sir:—

Permit me to reply to your letter of the 27th ultimo to Mr. A. H. Wiggin, enclosing introductory report on the formation of a joint stock company for the exploitation of the national resources of America and Greece. I find your introductory report very interesting and I have no doubt that some time in the future it may be highly desirable to organize American capital for the development of commerce between America and Greece. At the present time, however, as you no doubt are aware, the demands upon American capital for Government financing are so numerous that it is difficult, if not impossible, to obtain the funds necessary here for the organization of such a company as you suggest.

Thanking you for bringing the matter to our attention, I am,

Yours sincerely,

(Signed) G. M. DAHL,

Vice-President.

G. M. D./C.

WHITNEY-CENTRAL NATIONAL BANK  
Of New Orleans, La.

July 16th, 1918.

Mr. Polybios P. Leckos,  
Minneapolis, Minn.

Dear Sir:—

I am in receipt of your favor of the 10th instant, with enclosures referred to, all of which I have gone over with much interest, and it is my opinion that a company formed for the purpose of carrying out the program outlined in your prospectus, offers great possibilities and should be encouraged.

Yours very truly,

(Signed) J. E. BAUDER, JR.,

President.

Dic. B-B.

THE FIRST NATIONAL BANK OF BOSTON  
Capital, \$7,500,000. Surplus, \$19,000,000.

Boston, Mass., July 19th, 1918.

Mr. Polybios P. Leckos,  
C/o Greek General Consulate, Chicago, Ill.

Dear Sir:—

We wish to acknowledge receipt of your letter of July 10th

We have hastily read over the introductory report on the formation of a joint stock company at New York to be styled The American-Hellenic Commercial Corporation. We have not gone carefully into the general scheme outlined, but believe that a corporation which could improve the commercial relations between this country and Greece would be of great benefit to our merchants who are interested in foreign trade, and to our country as a whole.

Very truly yours,

(Signed) F. A. GOODHUE,

Vice-President.

F. A. G./N.

FIRST AND SECURITY NATIONAL BANK

Capital, \$5,000,000. Surplus, \$4,000,000.

C. T. JAFFRAY, President.

Minneapolis, Minn., August 6, 1918.

Mr. Polybios P. Leckos,  
C/o Hellenic General Consulate, Chicago, Ill.

Dear Sir:—

Your favor of August 1st received. I see no reason why the plan you and your associates have in mind should not be a successful one if properly financed and properly carried out. Business between this country and Greece should undoubtedly increase very materially, and a corporation such as you mention would be one to encourage this growth, I am sure.

Yours very truly,

(Signed) C. T. JAFFRAY,

President.



HIS EXCELLENCY, THE PRESIDENT OF THE HELLENIC GOVERNMENT,  
ELEUTHERIOS K. VENIZELOS.

KINGDOM OF GREECE  
PRESIDENT OF THE HELLENIC GOVERNMENT.

Salonica, March 31, 1917.

Mr. Polybios Leckos,  
Salonica.

Dear Sir:—

I have read with much interest your introductory about the foundation of a Greek-American commercial company for the purpose of developing the trade relation between the two friend nations.

I congratulate you sincerely upon your careful study of this question and your praiseworthy zeal for the establishment of a more scientific and practical commercial intercourse and trade relations between Greece and the Great Republic, whereby unquestionably beneficial results will be achieved for our national production and consumption, and closer bonds of mutual esteem will be created between the citizens of the two countries. I hasten to wish you all success in your work and in the realization of the objects for which you are striving.

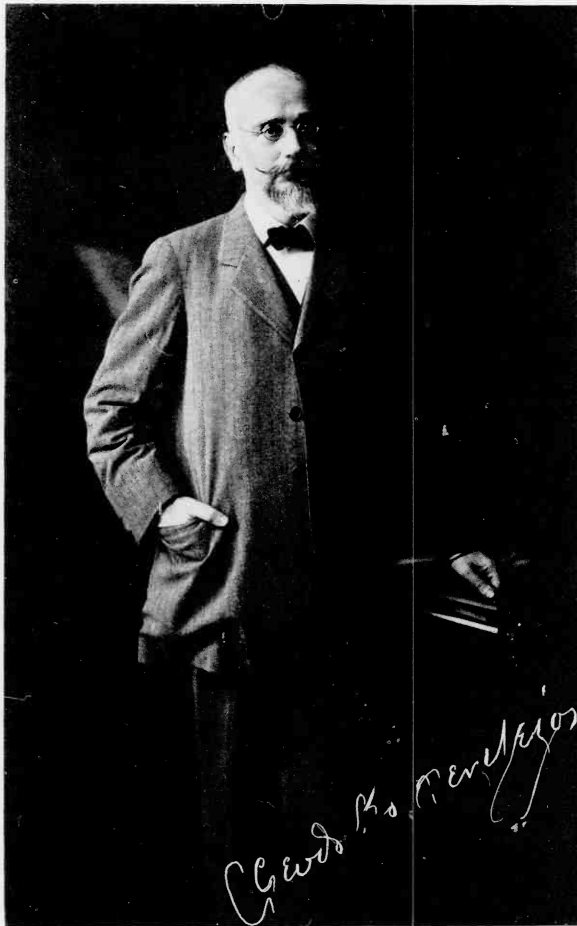
With much esteem.

(Signed) ELEUTHERIOS VENIZELOS.

I, GARRETT DROPPERS, American Minister to Greece, hereby certify that the foregoing is a true and correct translation into English of the document in the Greek language hereunto attached. This certification applies only to the translation pure and simple; and the legation seal put both hereto and upon the aforesaid Greek document only for the purpose of identification of the original.

American Legation, Athens, May 29, 1917.

GARRETT DROPPERS,  
American Minister.



HIS EXCELLENCY, THE PRESIDENT OF THE HELLENIC GOVERNMENT,  
ELEUTHERIOS K. VENIZELOS.

KINGDOM OF GREECE  
PRESIDENT OF THE HELLENIC GOVERNMENT.

Salonica, March 31, 1917.

Mr. Polybios Leckos,  
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(Signed) ELEUTHERIOS VENIZELOS.

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American Legation, Athens, May 29, 1917.

GARRETT DROPPERS,  
American Minister.



HIS EXCELLENCY, THE VICE-PRESIDENT OF THE HELLENIC GOVERNMENT,  
EMANUEL REPOULIS.

KINGDOM OF GREECE  
VICE-PRESIDENT OF THE HELLENIC GOVERNMENT.

Salonica, Greece,  
April 5, 1917.

Mr. Polybios P. Leekos,  
City.

Dear Sir:—

The conception of the idea of forming a Greek-American Mercantile Company, which you mention in your proposition, is so great as it is positive in the working out of the design and the terms of the success. Really the organization of such a company is going to fill up a great void in our country, where, unfortunately, such mercantile organizations are so unknown, that—with the exception of a few naturally privileged—not only the consumption of Grecian products in foreign countries is limited, but they are presented in a manner less satisfactory for the extension of the consumption field.

Especially in regard to America your proposed company shall serve many objects. Greece is not known there except through the world of our immigrants. Certainly the Greek products, sent there for their use, do not present to the estimation of that world neither agricultural neither commercial civilization through the methods of their preparation and shipment. Besides the most important service which such company will offer to Greece as to that point; i.e., to the development and improvement of our national wealth, it will serve also to the development of more general and more valuable financial relations, while through such knowledge with America and acquaintance the conditions of life and progress of the Greek immigrant in America will be improved.

The question really is about a bridge of American inspiration and imposition, through which the material and moral communication shall have a great meaning for Greece and every Greek must wish for the success of this great and patriotic enterprise.

With every honor,

(Signed) E. REPOULIS,

Vice-President of the Hellenic Government.

I, GARRETT DROPPERS, American Minister to Greece, hereby certify that the foregoing is a true and correct translation of the document in the Greek language hereunto attached. This certification applies only to the translation pure and simple; and the Legation seal has been put both hereto and to the aforesaid Greek document only for the purpose of identification of the original.

American Legation at Athens, May 29, 1917.

GARRETT DROPPERS,

American Minister.



HIS EXCELLENCY, THE VICE-PRESIDENT OF THE HELLENIC GOVERNMENT,  
EMANUEL REPOULIS.

KINGDOM OF GREECE  
VICE-PRESIDENT OF THE HELLENIC GOVERNMENT.

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April 5, 1917.

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American Legation at Athens, May 29, 1917.

GARRETT DROPPERS,  
American Minister.

KINGDOM OF GREECE  
MINISTRY OF INTERIOR

Salonica, Greece, March 31, 1917.

Mr. Polybios P. Leckos,  
City.

Dear Sir:—

Your commentary proposition for the establishment of a Greek-American Mercantile Corporation, which I read with great interest, is really inspired from a praiseworthy zeal for progress and testifies a scrutinized study of the question combining the opportune commercial practicality with the civilized commercial appearance.

The establishment of such a corporation for the extension of commercial relations between Greece and the United States undoubtedly will have beneficial results in the financial life of our country, giving new impetus to the Greek production and naturally helping in the betterment of the condition of the Greek consummation.

On the same time I attribute the same significance to the moral benefits, expected from the closer binding of ties with a great enterprising people, such as the American, and from the closer communication between those two countries, the result of which will be the mutual closer acquaintance and knowledge and the mutual esteem of both peoples.

Congratulating you sincerely, I wish God speed for the realization of your great idea and for complete success of the pursued beneficial object.

With great esteem,

(Signed) TH. SOPHOULIS,

(Seal of the Ministry of Interior)

Former Minister of Interior.

At present President of the Hellenic Chamber of Deputies.

MINISTRY OF FOREIGN AFFAIRS  
OF GREECE

Θεσσαλονίκη τῇ 23/5 Μαρτίου

1917.-

Ἀξιότιμε Κύριε,

Δι' ἐπιστολῆς ἀπὸ 6 Σεπ. 17  
ἐμπροσθέντες νὰ προσέλατε εἰς τὴν  
κοίτην μου εὐσημετικὴν ἐμθεῖν  
πραγματευομένην σχέδιον ἱσθόσεως  
Ἑταίριας μὲ κεφάλαια ἀμερικανικὰ  
καὶ ἑλληνικὰ διὰ τὴν ἀνάπτυξιν τοῦ  
μεταξὺ Ἑλλάδος καὶ Ἑνωμένων Πολιτειῶν ἔμπορίου

τὴν ἐκθεῖν ταύτην ἀνέγνωσα  
μετὰ μεγέτους ἐνδιαφέροντος. εἶμαι—  
πεπεισμένος ὅτι ἡ ἰδέα τῆς σχε-

Κύριον

Πολύβιον Π. Λεκκόν

Ἐν τῇ 23/5

Θεσσαλονίκη τῇ 23/5 Μαρτίου 1917.

Ἀξιότιμε Κύριε,

Συνεχίζον τὴν ὑπὸ σημερινῇ  
ἡμερομηνίᾳ ἐπιστολήν μου δι' ἧς  
ἐγνωρίσα ὑμῖν τὴν γνώμην ἐπὶ τοῦ  
ὑμετέρου σχεδίου ἱσθόσεως Ἑταιρί-  
ας διὰ τὴν ἀνάπτυξιν τοῦ ἑλληνο-  
αμερικανικοῦ ἔμπορίου, παρακαλῶ ὑ-  
μῖς ὅπως, ἐκτελεσθέντος εἰς τὰς  
Ἑν. Πολιτείας, καὶ παρακολουθεῖν  
τὴν ἐκτὶ ἔμπορικὴν καὶ οἰκονομικὴν  
κίνησιν, ἐκαστοτεπὶθετὴ νὰ μοὶ ἀκου-  
θῶνται ἀπὸ καιροῦ εἰς καιρὸν ἐνέ-  
σεις ἐπὶ τῶν θεμάτων ἐπιδεικνύμενα.

Κύριον

Πολύβιον Π. Λεκκόν

Ἐν τῇ 23/5

διαζυγμένης Ἑταιρίας οὐ μόνον θέλει  
τελεσθῶντος ἐξυπηρετῆσαι τὸ ἔμπορικὸν  
συμφέροντα τῶν δύο γίνων χωρῶν, ἀλλὰ  
θέλει οὐσιαστικῶς ἐμφέρει εἰς τὴν  
κοίτην τῆς ἑλληνικῆς κλιματοπαρου-  
γῆς. Δι' ὅσον ὅτι ἡ ὑμετέρα ἐνέ-  
γεια εἶναι ἀξία παντὸς ἐπαίνου, καὶ  
κἀσθεν ἐμπροσθέντες.

Μετὰ τιμῆς

Ἑμτέροσ



ἥσασιν παρουσιάζει ἰδιαίτερον διὰ  
τὴν Ἑλλάδα ἐνδιαφέρον.

Διὰ τῶν τοιοῦτων ἐνθέσεων  
οὐ ἀληθεύοντες ἐν μέσῳ τῶν διεσπασ-  
μένων ἐν τῇ ὑμετέρᾳ ὑπηρεσίᾳ κε-  
νὸν λόγῳ μὴ ὑπάρχεις παρ' ἡμῶν  
ἔμπορικῶν ἀποκορύβων, καὶ οὐδὲ οἰκο-  
νομικῶν ἢ παρακατασκευῶν καὶ ἄλλων  
τῶν ἰσθόσεων ἐπὶ τῶν ὁποίων οὐδὲ  
υποβῶμεν νὰ συνάψωμεν ἐν τῇ μέλλο-  
ντι μετὰ τῶν Ἑν. Πολιτειῶν νέαν  
ἔμπορικὴν οὐδέσιν.

Μετὰ τιμῆς

Ἑμτέροσ



KINGDOM OF GREECE  
MINISTRY OF FOREIGN AFFAIRS.

Salonica, 23/5 March, 1917.

Mr. Polybios Leekos,  
Salonica.

Dear Sir:—

By your letter of February 6th you were good enough to submit to my examination an introductory report on the proposed establishment of a company with American and Greek capital for the development of trade between Greece and the United States.

This report I have read with great interest. I am convinced that the foundation of the proposed company will not only serve most efficaciously the commercial interests of the two friend nations, but will also substantially contribute to the advancement of Greek productive wealth.

I am, therefore, of the opinion that your efforts are worthy of all praise and all encouragement.

With esteem, yours,

(Signed) N. POLITIS,  
Minister of Foreign Affairs.

I, GARRETT DROPPERS, American Minister to Greece, hereby certify that the foregoing is a true and correct translation of the document in the Greek language hereunto attached. This certification applies only to the translation pure and simple; and the Legation seal has been put both hereto and to the aforesaid Greek document only for the purpose of identification of the original.

American Legation at Athens, May 29, 1917.

GARRETT DROPPERS.

KINGDOM OF GREECE  
MINISTRY OF FOREIGN AFFAIRS.

Mr. Polybios P. Leekos,  
Salonica.

Salonica, 23/5 March 1917.

Sir:—

In continuation of my letter of today's date, whereby I informed you of

my opinion upon your scheme of founding a company for the development of Greek-American commerce, I beg you, when you return to the United States, to follow the commercial and economic movement there and to be so kind as to send me from time to time reports on such subjects, as may present a special interest for Greece.

These reports would in a measure supply the void in our service, which is due to our lack of the institution of commercial attaches, and would facilitate the preliminary study of the basis, upon which we shall be able to conclude a new commercial treaty in the future with the United States

I have the honor to be, yours, etc.,

(Signed) N. POLITIS,  
Minister of Foreign Affairs.

I, GARRETT DROPPERS, Minister of the United States of America to Greece, hereby certify that the above is a true and correct translation into English of the letter in the Greek language hereunto attached.

IN WITNESS WHEREOF I have set my hand and the seal of the Legation of the United States at Athens, this 26th day of May, 1917.

GARRETT DROPPERS,  
American Minister.

MINISTRY OF THE DOMAINS OF THE STATE AND  
INTERIOR COLONIZATION  
KINGDOM OF GREECE

Salonica, Greece, March 29, 1917.

Mr. Polybios Leekos,  
City.

I carefully studied your proposition you submitted relative to the formation of a Greek-American Mercantile Corporation.

From its study I formed the confident opinion that such a corporation, well established and well managed, surely will greatly contribute to the wide promulgation of the American products in Greece, to the benefit not only of the American commerce, which shall find important markets for consumption of the products of the American industry, but to the Greek also on account of the import of good quality and price products without any hindrance to the domestic goods. On the same time this corporation will notably contribute to the wide promulgation of the agricultural Greek produce in America where the consumption of the Greek products can be increased in a large scale if they will be properly worked out, packed and shipped according to the standards of the American centers of consumption.

For these reasons I am positively sure that no Greek Government will

ever deny its moral support for the realization of the object of such a corporation.

With due merit,

(Signed) A. MICHALAKOPOULOS,

The Minister.

(Seal of the Ministry of the domains of the State  
and Interior Colonization of Greece.)

Royal Crown

KINGDOM OF GREECE

MINISTRY OF NATIONAL ECONOMY

No. 3761

Mr. Polybios Leckos,  
City.

Salonica, Greece, March 24, 1917.

Dear Sir:—

I read with due care your proposition for the formation in New York of a Greek-American Mercantile Corporation and I congratulate you for your excellent idea which shows enterprising spirit and interest for the service of the commercial relations of both countries, Greece and the United States.

You really had in view the principal point of disadvantageous position in which the Greek commerce in America is now, i.e., the knowledge of the properties of the products of both countries and the outside appearance and manner of packing of the Greek products. The proposed care to be taken by the corporation to be established will immensely contribute to the betterment of the present condition. The increase of the Greek population in America, which by custom consumes Greek products, the continuous knowledge by the Greek commerce of the advantageous position in which the American industrial and agricultural products are in the Universal Market, the natural advantages of many Greek products, are important reasons that in the commercial intercourse of both countries, Greece and the United States, a better understanding and order will take place. For this purpose it is required the medium of promulgating among the peoples of those countries the qualities of the products of each other. A great factor for this purpose will be the Greek-American Mercantile Corporation. From your personal energy and activity, your knowledge of the needs of the Greek Market and its productive power, also from your other qualifications, I expect much for the success of the object of the corporation in question.

Wishing you success in your endeavors and good luck in your praise-worthy enterprise for which you will have me always as a supporter, I con-

gratulate you for your idea and I shall be very much obliged to you if you will keep me in touch with the progress of your noble endeavors.

Be assured, dear sir, that I am always with profound esteem towards you.

(Signed) THALIS KOUTOUPIS,

Minister of the National Economy.

(Seal of the Ministry of the National Economy.)

KINGDOM OF GREECE  
MINISTRY OF LABOR

Salonica, Greece, April 17, 1917.

Mr. Polybios P. Leckos,  
Salonica, Greece.

Dear Sir:—

We beg to acknowledge receipt of your letter of the 11th instant with the inclosed introductory report for the measures to be taken for the expansion of the commerce between America and Greece and the exploitation of the national wealth of both friend nations, and we hasten to inform you that with pleasure we see every action coming either from the state or from any organized groups or from whatever else private initiative and which successfully leads to the realization of this object.

The formation of serious co-operative institutions for the organization of the export of the Grecian products and their consumption in America, is surely necessary and would bring agreeable results for the commerce of both nations, which is still in a primitive condition on account of the small exporters being not perfectly organized.

One can not but congratulate every one working and laboring for the organization and for the betterment of these wealth producing powers of the country.

With great esteem,

The Minister of Labor.

(Signed) PERIKLES A. ARGYROPOULOS.

(Seal of the Ministry of Labor.)



KINGDOM OF GREECE  
MINISTRY OF PROVISIONS

Salonica, Greece, March 30, 1917.

Mr. Polybios P. Leckos,  
Salonica, Greece.

Dear Sir:—

With great interest I read your introductory report concerning the foundation of a Greek-American Commercial Company and I congratulate you for your noble ideas.

I think that such a company investing enough capital and under honest and experienced direction and management, surely shall bring to a successful end the proposed object which is advantageous in every point of view.

With great honor,

The Minister.

(Signed) LEONIDAS EMPEIRIKOS.

(Seal of the Ministry of Provisions.)

(Seal of the National Bank of Greece)

NATIONAL BANK OF GREECE  
Department of Revision

Athens, Greece, Feb. 22, 1917.

Mr. Polybios Leckos,  
Hotel Athens, City

Dear Sir:—

We noted your letter addressed to us, dated Feb. 6, 1917, and the inclosed submitted proposition in which in details you expose your views and actions on the proposed by you formation of a Greek-American Mercantile Corporation in connection with Greek-American capital and other moral elements, through which the service of the commercial interests of both countries shall be pursued.

Granting your request we beg to state our opinion on the subject. Such a mercantile corporation well founded with concentrated moral and monetary capital, and well managed, will contribute greatly in the promotion of the import and export of our commerce with the United States and on the same time it will form an organization to help shape our methods in the movement of business under modern conceptions.

With honor,

NATIONAL BANK OF GREECE.

(Signed) JOHN DROSSOPOULOS,

Vice Governor and formerly Minister of Provisions.

Countersigned  
D. S.

BANK OF ATHENS

Athens, Greece, 26/13 March, 1917.

Mr. Polybios P. Leckos,  
Hotel Athens, Athens, Greece.

Dear Sir:—

We received your letter of February 3, 1917, and with great care we read the inclosed introductory report for the formation in New York of a Greek-American Commercial Corporation for the exploitation of the national wealth of both countries

The increased communication during the last years proved how susceptible of tightening are the commercial relations of Greece and America and there is no doubt that by a systematic advertising and industrial preparation the expansion of the Greek products in America would be greater, on the other hand the American products would find a good market in Greece, because they could compete with the European products on the quality, prices and terms.

For this reason we think that a systematic organization of the corporation purposing the tightening of the commercial relations of the two nations would have a great success. Congratulating you for your initiative and wishing you perfect success, we remain

With esteem,

The Director.

The General Director,

(Signed) I. ELIASKOS.

(Signed) S. K. XOURIS.

(Official seal of the Bank of Athens, Greece)

IONIAN BANK LIMITED

Athens, Greece, February 9, 1917.

Mr. Polybios P. Leckos,  
Athens Hotel, Athens, Greece.

Dear Sir:—

We beg to acknowledge receipt of your letter of the 6th instant with the inclosed introductory report on the question of the commercial relations of this country with America.

Having studied very carefully the report in question, we perfectly approve the proposed measures, which, we think, would prove very conducive to the proposed object.

Wishing that your endeavors be crowned with success very soon, we beg to remain with due consideration.

The Director.

(Signed) S. MOSHOVIC.

(Seal of the Ionian Limited Bank)

#### POPULAR BANK

Athens, Greece, 9/22 March, 1917.

Mr. Polybios P. Leckos,  
Hotel Athens, Athens, Greece.

Dear Sir:—

We received your letter of the 6/19 instant with the inclosed introductory report relative to the formation in New York of a Greek-American Commercial Company and we read it with great interest.

According to our conception your idea as an enterprise gives an excellent investment of capital, and furthermore binds closely the good commercial relations between the friend nations of Greece and America.

On the occasion we congratulate you and wish perfect success to your idea.

Please accept the expression of our distinguished esteem for you.

The General Director.

(Signed) D. LOVERDOS.

(Seal of the Popular Bank)

#### BANK OF PIRAEUS

Commercial, Industrial and Nautical

Piræus, Greece, March 14, 1917.

Mr. Polybios P. Leckos,  
Hotel Athens, Athens, Greece.

Dear Sir:—

We received your letter of February 5, 1917, with the inclosed introductory report concerning the formation of a Greek-American Commercial Corporation in New York with Greek and American capital purporting the

expansion of the commercial interests and the establishment of moral and material means to facilitate the exchange of goods of both countries.

We think that the realization of your idea would coincide with the well understood commercial interests of our country and those of America, and we heartily wish for the perfect success of your endeavors toward the formation of the proposed company which would have all the support from our part.

With great honor,

The Director.

(Signed) M. KARAMANOS.

(Seal of the Bank of Piræus)

#### KINGDOM OF GREECE

#### AGRICULTURAL BANK OF MACEDONIA AND EPIRUS, GREECE

Salonica, Greece, March 28, 1917.

Mr. Polybios P. Leckos,  
Salonica, Greece.

Dear Sir:—

In answer to your letter of February 6, 1917, I beg you to accept my warm congratulations for your idea and the initiative of such a work with so positive basis from whatever point of view, also my best wishes that you bring to a speedy success your object.

I am sure that this work shall serve the commercial interests of both friend countries, Greece and America, that it would promote the productive powers of our country and that the beneficial results would immediately be felt by our agricultural classes.

With every honor,

The Director.

(Signed) G. MOATSOS.

(Official seal of the Bank)

#### BANK OF SALONICA, GREECE

Director's Office

Salonica, Greece, April 11, 1917.

Mr. Polybios P. Leckos,  
Hotel "Olympus Palace,"  
Salonica, Greece.

Dear Sir:—

We have the honor to acknowledge receipt of your letter of February 6th,

1917, from the envelope of which we draw your introductory report which immediately attracted our attention.

We heartily approve your idea which purports the tightening of the friendly and commercial relations between the United States and Greece, and which could be put in action for mutual benefit of both countries. We believe that your idea could be realized as soon as the prevailing now conditions be improved.

Please accept, dear sir, the expression of our distinguished esteem towards you.

The Director.

(Signed) HUGO MOSSERY.

(Official seal of the Bank)

#### BANK OF COMMERCE AND DEPOSITS

Salonica, Greece, April 19, 1917.

Mr. Polybios P. Leckos,  
Hotel "Olympus Palace,"  
Salonica, Greece.

Dear Sir:—

We have the honor to acknowledge receipt of your letter of April 6, 1917, with your inclosed introductory report for the formation of a Greek-American Commercial Corporation purporting the development of the commercial relations between the United States and Greece.

We duly noted the contents of your interesting report and we are convinced that such an enterprise as the proposed one could not help becoming the fountain of mutual benefits between the two interested countries.

Please accept, dear sir, the expression of our distinguished esteem toward you.

The Director.

The General Secretary.

(Signed) E. FERNANDES.

(Signed) J. MATALON.

(Official seal of the Bank)

#### INDUSTRIAL AND COMMERCIAL CHAMBER OF PIRAEUS, GREECE (Recognized Society)

No. 84.

Piræus, Greece, March 15, 1917.

Mr. Polybios Leckos,  
Athens, Greece.

Dear Sir:—

We have the honor to inform you that we received in due time your letter

of the 6th of February, 1917, with the inclosed introductory proposition for the proposed by you formation of a Greek Mercantile Corporation for the purpose of closer binding of commercial relations between the United States and Greece, and upon which you were requesting our views and judgment which very gladly we give you below.

It is evident that the realization of such a corporation will be greatly beneficial to the commercial and financial in general interests of the interested countries. As your proposition states such a corporation will endeavor to advertise, promulgate and consume in the United States in a large scale the Greek products after a previous working out and properly preparing in special factories, for that purpose established (by the corporation in question) in different productive parts of Greece, using the means and ways through which the American commercial enterprises were perfected, and on the same time it will keep in Greece a center of operation with a continuous exhibition of samples of the natural and industrial produce of American industries and will facilitate the promulgation of the products of the American rich industry in the countries of the Orient.

Under such conditions we have but to wish warmly for the realization of such an enterprise, which, we do not doubt, will obtain the support of the commercial and financial in general world of the interested countries for the benefit of their common interest.

Our Industrial and Commercial Chamber in its duty shall help by its moral support any serious enterprise intending to help and serve the commercial interests of our country and gladly shall offer its moral assistance for the realization of the object of the enterprise in question.

With every esteem,

The General Secretary.

The President of the Board of Trustees.

(Signed) DEMETRIOS PAPADATOS. (Signed) G. ELIOPOULOS.

(Seal of the Industrial and Commercial Chamber of Piræus, Greece)

#### COMMERCIAL ASSOCIATION OF ATHENS (Recognized Society)

Serial No. 2515

Athens, Greece, March 22, 1917.

Mr Polybios P. Leckos,  
Athens, Greece.

Dear Sir:—

We beg to acknowledge receipt in time of your letter of February 6, 1917, with your inclosed introductory report for the formation of a big Greek-American Mercantile Corporation and to answer your later letter of February 13, 1917.

We have the honor to inform you that our Board of Trustees, after due consideration, and study of your report, has seen the seriousness of the formation of such a commercial corporation purporting the service of the commercial interests of Greece, and will gladly offer the moral support of the Commercial Club for the success of the enterprise.

With great esteem,  
The President.  
(Signed) K. E. MANEAS.  
The General Secretary.  
(Signed) A. PLYTAS.

(Official seal of the Commercial Club)

#### CHAMBER OF COMMERCE AND INDUSTRY OF SALONICA

Serial No. 114

Salonica, Greece, April 5, 1917.

Mr. Polybios P. Leckos,  
Salonica, Greece.

Dear Sir:—

Answering your letter of February 6, 1917, we have the honor to inform you that we carefully studied the inclosed introductory report for the formation in New York of a Greek-American Mercantile Corporation and that from the study of the report in question we came to a conclusion so much favorable for the usefulness and the realization of the scheme as for your initiative, for which we take the occasion to thank and laud you

Wishing success to your endeavors, we beg to remain,

Yours very truly,  
The President.  
G. KAZIS.  
The Secretary.  
I. BEKRIS.

(Seal of the Chamber of Commerce and Industry of Salonica, Greece)

#### COMMERCIAL ASSOCIATION OF SALONICA

Serial No. 47

Salonica, Greece, April 1, 1917.

Mr. Polybios P. Leckos,  
Salonica, Greece.

Dear Sir:—

We received your letter with the inclosed introductory report for the

formation in New York of a Greek-American Corporation which we studied very carefully.

Congratulating you for your noble initiative, we feel assured that the realization of this scheme would greatly help toward the betterment and the expansion of the commercial relations between Greece and the United States.

Our Society is willing to extend to you all its moral support for the speedy success of your idea which undoubtedly shall strengthen the national wealth of our country.

In the meantime we beg to remain,

With great honor,  
The President.  
(Signed) A. MAKRIIS.  
The General Secretary.  
(Signed) G. SAMARAS.

(Official seal of the Commercial Club of Salonica, Greece)

#### ASSOCIATION OF MANUFACTURERS OF MACEDONIA

(Recognized Society)

Serial No. 502

Salonica, Greece, April 1, 1917.

Mr. Polybios P. Leckos,  
Salonica, Greece.

Dear Sir:—

We gladly received your letter containing your introductory report for the formation in New York of a Greek-American Mercantile Corporation which we studied very carefully.

We are of the opinion that the ideas exposed in said report are in complete conformity with ours relative to the existing now importing commerce between Greece and America and that the interference of the said corporation undoubtedly will greatly help in the expansion and advertisement of the Greek products in America. We heartily wish the quick formation of said corporation for the benefit of our national production.

Our Society shall be happy to help in what way you may thing proper for the realization of the project.

In the meantime we beg to remain,

Yours very truly,  
The President.  
P. KIRTISIS.  
The General Secretary.  
TH. DANOU.

(Seal of the Society of Manufactures in Macedonia)

## COMMERCIAL ASSOCIATION OF PATRAS

### The Hermes

No. 1714

Patras, Greece, March 20, 1917.

Mr. Polybios P. Leckos,  
Hotel Athens, Athens, Greece.

Dear Sir:—

We are in receipt of your letters of February 5th and March 16th, and we assure you our telegram of the 19th instant.

To your letter of February 6, 1917, with the inclosed introductory report for the formation of the Greek-American Mercantile Corporation, we delayed to answer purposely because, although we fully understand the seriousness, usefulness and pressing of the proposed enterprise, we hoped that in the meantime the present critical international condition would be improved, when undoubtedly we would be in a position to act successfully on the matter.

Unfortunately instead of the expected improvement the seriousness is expanded, if not getting worse, and consequently we were obliged in answer to your telegraphic request to answer your telegram of 19/3 instant recommending postponement of every action until the international condition is improved, and above all until our heavily suffering country is relieved.

It is needless to extol the seriousness and the usefulness of the proposed enterprise because we think that there can not be any contrary opinion, consequently we limit ourselves in thanking you very warmly for the initiative, the endeavors and the work you undertook for its success, being assured for its realization as soon as better conditions prevail.

We remain with every honor,

The President.

J. KARAMANDANIS.

(Seal of the Society)

The Secretary.

J. FILOPOULOS.

## COMMERCIAL ASSOCIATION OF CALALMATA

### The Hermes

(Recognized Society)

No. 19

Calamata, Greece, February 17, 1918.

Mr. Polybios P. Leckos,  
Hotel Athens, Salonica, Greece.

Dear Sir:—

We received in time your letter of February 6, 1917, with the inclosed

introductory report on the formation of the Greek-American Corporation, today we received also your letter of February 13, 1917.

The Board of Trustees of our Commercial Society after reading carefully your report instructed us to extend to you its congratulations for your untiring endeavors for the expansion of the commercial enterprises in Greece in conjunction with the general interests of our national economy, also its wishes for the quick realization of your idea which is so useful to the nation and the realization of which is unquestionable.

The Board of Trustees really regrets its inability on account of the present national circumstances to resort to a more actual work for helping your scheme, but it reserves to act among our merchants, producers and consumers for the success of your idea after the present condition is improved which it hopes very near.

With every honor,

Yours very truly,

The President.

TH. K. KOUTSOMITOPOULOS.

The Secretary.

B. KOUTSOMITOPOULOS.



POLYBIOS P. LECKOS  
GENERAL REPRESENTATIVE OF THE SEMI-OFFICIAL PRESS IN ATHENS OF THE HELLENIC  
GOVERNMENT OF LIBERALS.

## THE COMMERCE OF THE UNITED STATES AND GREECE. IMPORTATION AND EXPORTATION FROM 1910 UP TO 1916. CONCLUSIONS AND PREDICTIONS.

By  
POLYBIOS P. LECKOS

The commercial agitation of the civilized world, provoked since the beginning of the war, on one hand having created new markets for the importation of commerce of every country, and on the other hand unknown outlets for its exportation, it was natural to draw in the whirlpool Greece itself. The attached statistical tables prove that the Greek commerce, having severed long ago existing relations with some markets, has concluded immediately others to suffice its needs, so much concerning the exportation as principally the importation.

The United States of America from the first months of the world conflict has attracted the attention of the Greek merchants, being helped by the somewhat close and regular steamship communication by Greek steamers between Greece and the ports of New York and Boston. The first attempts were crowned by success and the orders from Greece for different articles were transmitted to the United States, and were filled with such speed and precision that, while in 1912 the value of the imported goods to Greece amounted to 2,849,200 francs, during 1914 the value amounted to 13,909,012 francs, during 1915 to 73,626,271 francs and during 1916 to 144,464,267 (see statistical table No. 1). It must be noted that said last number would be bigger if the maritime blockade of Greece would not be declared since December, 1916, and which is still existing for the stagnation of the Greek commerce of imports and exports. Also it must be noted that the above figures are only for goods imported to the old Greece and not for those imported to its new possessions, i.e., Macedonia, Crete, Epirus and the islands of Chios, Samos and Lesbos.

According to the above the United States today is occupying the first place in the rank of different countries relative to the commerce of exports, while at 1910 it was occupying the tenth.

### B. THE IMPORTATION OF GOODS BY CLASSES.

Let us examine now which are principally the articles, the importation of which from the United States to Greece was increased so considerably, and by which way the friendly commercial relations between the two countries can be preserved after the war.

The after the war evolution of the commerce is a question greatly dis-



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The after the war evolution of the commerce is a question greatly dis-

cussed, but without any positive conclusions on account of the new materials which every day are presented quite unexpectedly.

Today is impossible to foresee in general lines the evolution of the Greek commerce, but we can, limiting ourselves on some specific questions, to reach comparatively at some sure conclusions. The attached statistical table No. 2, where is explained by classes of articles the total of the importation in Greece for every year from 1910 up to 1916, proves that the principal factor of such an astonishing increase of the importation commerce of Greece and America, is the shipping of wheat and flour from the United States, especially since the closing of Dardanelles.

**CEREALS.** Greece, although it is an agricultural country, having important exportation commerce of different other agricultural products, could never have enough cereals, which are imported always from outside in large quantities. The principal market from which Greece was acquiring before the war her cereals was the Southern Russia, where the commerce of cereals was carried by Greeks also, and during the last years Rumania and Bulgaria especially for flour.

The closing of the straits of Dardanelles has excluded these markets and Greece was obliged to turn to the United States to secure her cereals, importing from there during 1914 cereals worth 9,743,428 francs, during 1915 worth 63,911,682 francs, and during 1916 worth 69,225,468 francs, while during the immediate previous the war year, i.e., during 1913 she imported from the United States cereals worth only 675,807 francs, which were roasted barley and flour de luxe.

Consequently it is of importance to examine if and to what measure the importation of cereals from the United States will continue after the war, when the Russian cereal markets shall be put again at the disposal of the Greek importers. This question principally depends from the freight rates from New York and Southern Russia to Piræus, Greece, and secondly from the difference of the quality of the Russian and American wheat.

The present condition of the commercial navigation unfortunately does not allow sure prediction of the future freight rates after the war. The limitation of the number of freight boats diverted shall be equalized by the intense shipbuilding of others, being now hurried in the other belligerent countries and by the building of thousands of wooden boats in America, which after the war surely shall be disposed for the needs of American commerce and the international navigation. For many months after the war the freight rates shall continue higher than those before the war. But while this decline of rates, large or small, will be general, there is one sure conclusion, that the freight rates between Southern Russia and Piræus, Greece, shall be quite smaller than the freight rates between New York and Piræus. Consequently for the most important reason of saving in freight rates the Russian wheat will acquire again its dominant place in Greece it had before the war.

Besides the above mentioned reason, the Russian wheat is considered in Greece, and really is, higher in quality than the American and any other

country's. Immediately after the opening of the straits of Hellespont it is very natural for Russia to sell large quantities at very reasonable prices in order that at one hand obtains the adjustment of the Russian money and on the other hand gets rid of the deposits of production for the last three years.

If the regular, direct and not by transit communication is assured and the production of North America ever reaches enormous quantities, as happens sometimes, then only can be expected that the American wheat will be imported in Greece after the war.

**SUGAR.** After the cereals the comparative by articles table of importation proves that the importation of sugar from the United States was strengthened and has reached, at 1915, 1,114,363 Francs; at 1916, 15,069,138 Francs, while at 1914 only 372,168 Francs. Greece, up to the beginning of the war, was securing its sugar almost exclusively from Austria via the port of Trieste. The American sugar is cane sugar, while the Austrian is beet sugar. The latter is always cheaper and better fabricated, while the former is of better quality, crystalized but hard and very dear.

**EDIBLES.** The importation of every kind of edibles in Greece is very important, and up to the war and before prohibition of exportation of edibles from the belligerent countries of Europe was carried via Trieste, Marseilles, Havre and Hambourg. The Greek merchants, although there was field for importation of these articles from the country of production, hesitated from lack of experience to undertake it, preferring the indirect channels of the European markets. These markets from the time of the war were entirely replaced by New York with marked success. Small attention from the part of the respective American factories will succeed to retain the bigger part of their Greek patronage.

**FISH-EDIBLES.** During 1916 have been imported from the United States to the amount of 1,716,188 Francs, while during 1914 their importation could not exceed 12,806 Francs. These articles on account of the prevailing religious lents are in great demand and consumed in large quantities. Thus the total of the imported during 1915 from different countries represents value of 6,045,876 Francs. Considering that the American qualities are as pleasing as the English, the importation of which exceeded the 3,000,000 Francs during 1916, it is easy to understand that there is good market in Greece for this American exportation commerce.

**PHARMACEUTICAL AND CHEMICAL PRODUCTS.** The imported qualities during 1915 amounted to 854.99 Francs and during 1916 to 5,736,036 Francs—replaced entirely the German and French imports. Considering that the difference of freight rates of these articles cannot be reckoned with on account of their small weight, their importation will be continued in the future, if the interested American houses secure good representations and look after the systematic advertising of their products.

**MACHINERY.** Machinery of every kind for industrial and agricultural



needs, automobiles, trucks, typewriters, etc., are without any competition in quality, prices and terms. Their consumption in Greece can be secured provided that the American manufacturers comply with the commercial custom of the country, as we mention below

**CLOTHING AND THREAD YARN.** The imported qualities belonging to the lowest of its kind, i. e. dimity-cloth, yarn-cloth, thread-cloth and lining-cloth, are liked very much.

**MANUFACTURED LEATHER.** During 1915 manufactured skin leather was imported to the value of 1,114,363 Francs and during 1916 to the value of 2,968,487 Francs, while during 1914 their importation amounted to only 372,168 Francs. This astonishing increase, principally due to the prohibition of exportation of leather from France and England, does not appear that it will continue existing after the omission of the reason which caused it. The quality of the American leather is by far lower than that of the French. It would be easier to look after the importation of ready-made shoes suitable to the medium and lower classes at cheap prices.

**ELECTRICAL ARTICLES.** Electrical articles can find good and large markets in Greece. The American articles of this kind, similar or better than the German for endurance, are equally elegant to the French, and cheaper than both. Their demand in Greece is quite important and grows daily.

**CRUDE OIL AND FATS FOR MACHINES.** Have good reputation in Greece, but their import duty is heavy. The reduction of the import duty could be obtained by way of exchange.

**PRINTING PAPER.** In Greece enormous relatively quantities of printing paper are consumed in rims, and especially in rolls, for the newspapers. During 1916 about 3 million kilos were imported from the United States, but their quality did not satisfy the demands and the customs of consumption especially concerning the paper in rolls for newspaper use. The printing paper is free from any import duty, provided it bears water lines in regular distances of ten hundredths. The most important quantities of this paper are imported from Sweden, where the paper factories take care to put in the required water lines, which requirement was rejected by the American factories. For this reason the quantities of newspaper paper imported from America with great difficulty passed the custom houses and were delivered to the newspapers for printing after strict examination of their circulation. This undoubtedly seriously hinders its importation in the future. Besides that, the consumers are complaining that the way of making the rolls is not proper, and they recommend the way Sweden factories are following, i. e. the entire covering of the rolls by boards held at the ends by iron circles. Besides these two above mentioned disadvantages of the American printing paper in comparison with the Swedish, its quality also is considered as lower by far.

In conclusion, the improvement of the quality, the better outside prepara-

tion of the rolls and the insertion of the water lines in the American printing paper are the three indispensable elements required for the establishment of a more important exportation of paper from the United States to Greece, concurring also the cheaper freight rates from New York to Piraeus in comparison with those from Sweden.

### C. THE IMPORTATION BY CLASSES.

Examining the comparative table of exportation from Greece to different countries from 1910 up to 1917, we found that the exportation commerce of Greece with the United States is nearly stationary during those 7 years. The causes of this condition are well known. The exported Greek articles to the United States are mostly agricultural products and some live-stock, the qualities of which are not liked by the Americans, and consequently they are consumed only by the Greek and Italian immigrants. Such are the Greek cheese, olives, olive oils, and wines.

For general consumption in America are predestinated only the raisins, the tobacco, the figs and the citrus.

The strengthening of the exportation of products to America must be pursued by government measures, because there is large field of successful work there. Principally the adulteration and falsification must be eliminated. It can be done by careful examination of the exported products by a special commission which shall give to the exporter the relative certificate of pure quality.

Second equally important measure is the good preparation of the exported products, on account of lack of which many reach their destination in bad shape and become useless.

If the above are secured and the Greek products are properly advertised in the American markets; as it is done for the raisins now, surely in the near future the exportation from Greece shall increase considerably.

### D. THE COMMERCIAL METHODS IN GREECE.

The Greek merchant, with the exception of a few, very rarely comes in direct contact with the foreign manufacturer, whose merchandise he seeks to buy. As connecting link between the two, the commission agent is used who plays an important role for the market in America. Consequently for extensive business it would be preferable that traveling agents (*Comis-Voyageurs*) be used by the American manufacturers according to the German system, which proved the better and most profitable in Greece and in the Orient in general. The traveling agent, being interested more directly for the interests of the house, would, on one hand, study locally the needs and customs of the markets, and, on the other, he would closely ascertain the demands of the clients and the means of the competition.

It is without doubt that the German exportation commerce owes its speedy evolution, besides the others, to the efficient activity of the traveling

agents, who are sent by the German manufacturers twice a year to the foreign markets.

Result of the reports of the traveling agents is the continuous change of the samples of the exported articles and their prices according to the needs of every country and the demands of the competition.

But the traveling agent can protect most surely the most direct interests of the American exporters, personally designating with the importer the details of the agreement agreed upon, and finding out the responsibility and trust of every patron, which action is of great importance for the business of the future. We must not forget that today by general rule the Greek merchants need not any credit, but after the war it will impose itself on account of the international competition, as it happened before the war, when all the importing business in Greece was regulated according to the German system of payment of the total amount of every order by installments.

The offered by the German Houses credit regularly was 2, 3 and 6 months, and for some articles 12 months. The Greek merchant, being able thus by the money he collects from the retail sale of the merchandise to acquit its value, prefers this manner than any one else and, besides that, he is demanding less during the deliberations for the transactions with the agent. It must be added here that many times the renewal of the notes is required, which must be done without any difficulty.

#### E. FINANCIAL POINT OF VIEW OF GREECE.

Greece presents now important financial wealth, and consequently it is a country very suitable for commercial transactions under best terms. This financial recovery of the former poor Greece principally is due to two factors. First: The forwarding of large amounts of money from immigrants, especially from those in America numbering about 500,000, who send yearly 70 to 90 million Francs, and second, the flourishing condition of the commercial Greek navigation.

The progress of the Greek navigation has been wondrous, many favorable circumstances having helped to it; firstly, during the period of two or three years before the European war, and secondly, during the time of the war.

In the year 1907 the tonnage of the commercial boats under the Greek flag was 355,883 tons, and in the year 1914 came up to 832,312 tons, i. e. it increased at 183 per cent. The table below presents a correct idea of the importance which this analogy holds in the progress of the world commercial navigation.

Comparative Table of Tonnage of the Commercial Navigation of  
Different Countries.

Countries.	1907	1914	Perct. of increase.
Great Britain .....	16,195,483	20,476,100	26%

Germany .....	3,464,003	5,157,610	40%
United States .....	1,768,119	2,388,540	35%
France .....	1,283,712	1,962,737	50%
Norway .....	1,168,117	1,926,834	67%
Japan .....	984,524	1,705,149	73%
Italy .....	777,580	1,450,310	88%
Russia .....	772,373	987,364	28%
Holland .....	706,241	1,544,273	118%
Spain .....	677,483	896,383	32%
Sweden .....	637,203	1,038,849	43%
Austria .....	609,799	1,026,203	68%
Denmark .....	584,883	757,309	22%
Greece .....	355,883	832,312	183%

On January, 1914, the tonnage of the Greek commercial navigation being 832,312 up to the end of December of the same year increased to ..... 908,000

From these up to March 31, 1917, are missing either on account of diverting or selling out..... 342,000

i.e. today the Greek Commercial navigation is composed of..... 566,000 tons

It is figured out that by ton and boat the average profit for the three years of the war increased to 45 pounds sterling by ton, i.e.

for the 566,000 tons..... Profit £25,000,000

On the other hand the sold and diverted boats up to their sale or diverting, the insurance included, left to their owners net income at £20 per ton, i.e. for 342,000 tons..... 6,800,000

At last the present value of the 566,000 tons at £30 per ton increases the value of our commercial navigation at..... 17,000,000

Total ..... £48,800,000

From this number must be deducted the value of the 908,000 tons of our commercial navigation before the war at £6 per ton, i.e. .... 5,400,000

When the balance of..... £43,400,000

represents the real increase of the wealth of the Greek shipowners.

The greatest part of this money is deposited with England and American Banks, another quite large amount has been invested in loans of the countries of the Entente, another part has been used for buying real property in Greece and another small part has been deposited with Greek Banks.

To this amount if the deposits of the Banks are added and the disposable

amounts of the National Bank of Greece according to the Law G. X. M. B., which practically are anonymous deposits, then there is Greek money amounting, according to the attached table to Drachmas which after the war will ask for final deposit and investment.

#### GENERAL CONCLUSIONS.

We do not know which will be after the war the Greece of the future, neither the political transformation of the Balkan peninsula and of the Near Orient. Any way it will be an indisputable fact that all these countries, being before the war in a lower degree of development, which was pushed further down on account of the war, are subject to exploitation in their wealth and consequently there must be a very large field for the American industry there.

After the entrance of the American industry there, Greece and the Greek populations there, in the hands of which is important part of the commerce, shall be its inestimable ally and co-worker. The Greek-American co-operation is possible and indicated for the following reasons.

- (a) The privileged geographical position of Greece in the Mediterranean renders her the ideal depot of transit.
- (b) The Greek capital, which from the war was multiplied, being now in hands of merchants exclusively of traditional enterprising ability, will look for exploitation fields at the termination of the war and will turn to the nearest to Greece countries. Consequently the alliance of the American with the Greek capital, while it will eliminate a dangerous competitor, will add a valuable co-worker.
- (c) The Greek navigation, which always costs less than any other on account of the system which it follows, will constitute in the basin of Mediterranean an enviable factor able to serve very successfully the Greek-American co-operation.
- (d) The American political unselfishness guarantees that this co-operation, being dictated by common interest, will remain solid.

Germany eleven years ago went after and succeeded to obtain the financial co-operation of Greece, which was dedicated by the formation of the "GREEK-GERMAN BANK OF ORIENT." This Bank, with 25,000,000 francs capital, established immediately branches in Constantinople, Smyrna, Alexandria and Cairo. The mutual distrust did not allow the expansion of this Greek-German co-operation in the Near Orient, on the contrary, after two years it imposed the withdrawal of the German capital, which was used for the formation of a pure German Bank of Orient which kept for its account the Constantinople branch of the Bank of Orient, which became since pure Greek institution.

Such a thing will never happen in the Greek-American financial co-oper-

ation, which up to the present time has returned good results, especially in the Near Orient. Incidentally we mention the formation of the Greek-American Club of Constantinople, organized after a long and careful study between Greeks and Americans. Six Greeks are comprised in the Board of Trustees of this Club. This Club during the short time from its formation up to the beginning of the war has presented important work and showed exceptional activity for the expansion of the commerce in the Orient based on scientific bases.

Such work, if made in Greece, would return equally good results, and would greatly help to the close tightening of the commercial relations between the United States and Greece.

Athens, Greece, May 10, 1917.

TABLE I.

## Comparative Table of Importation to Greece from Other Countries

During the Seven Years—1910-1916. Value of Imported Goods at Gold Drachmas.

Countries	1915	1914	1913	1912	1911	1910
England	38,596,961	47,837,110	42,502,386	37,983,355	40,850,512	34,501,095
Egypt	2,927,371	1,623,931	978,950	1,468,100	942,532	1,216,395
America	73,626,271	13,909,012	2,849,200	4,150,794	4,142,774	4,210,950
Austria-Hungary	20,243,600	30,696,380	29,167,598	28,319,524	23,720,630	19,684,009
Belgium	154,099	2,574,368	2,134,550	3,213,655	3,214,383	2,841,566
Bulgaria	832,522	2,990,683	2,837,704	7,690,885	14,145,743	7,674,474
France	12,253,365	11,221,246	10,558,508	8,556,943	10,438,331	9,864,408
Germany	1,862,772	13,938,583	13,321,706	13,815,474	13,336,161	13,961,264
Switzerland	215,841	522,180	324,349	213,440	336,286	430,018
Italy	10,085,245	9,297,716	6,472,164	6,508,433	6,542,350	6,787,466
Holland	3,631,510	3,970,507	4,485,465	4,356,757	4,087,260	3,576,582
Rumania	415,816	2,560,576	2,146,164	2,917,040	2,904,545	2,326,299
Russia	662,296	26,752,400	35,397,854	23,597,164	34,448,716	36,041,430
Turkey	774,556	4,691,493	3,600,497	8,544,192	8,930,822	10,808,910
Other countries	4,301,021	6,042,391	4,350,573	6,220,390	5,469,248	6,611,605
Total	170,583,046	178,628,566	161,127,677	167,656,756	173,510,393	160,536,471

TABLE II.

## Comparative Table of Exportation from Greece to Different Countries

During the Six Years, 1910-1915, in Gold Drachmas

Countries	1915	1914	1913	1912	1911	1910
England	47,584,837	37,759,081	28,455,610	25,956,167	33,777,324	33,083,701
Egypt	21,695,415	10,293,806	8,670,430	10,618,778	11,453,139	10,862,214
America	15,491,498	17,339,181	9,263,343	12,808,317	12,561,397	10,540,020
Austria-Hungary	180,552	5,532,502	12,786,242	16,784,567	13,519,867	11,655,789
Belgium	4,051,790	8,634,324	5,296,651	9,339,957	9,695,656	
Bulgaria	1,125,808	289,658	903,668	782,827	360,058	72,016
France	11,896,175	9,564,290	13,614,534	19,826,396	13,732,958	15,467,779
Germany	6,732	7,905,895	12,181,071	14,942,569	16,363,758	15,096,511
Switzerland	695,702	859,005	1,628,594	1,284,879	990,922	555,690
Italy	15,060,080	11,943,705	3,780,235	11,538,185	4,012,015	14,331,610
Holland	20,028,502	9,279,528	9,493,666	11,113,209	11,235,114	9,848,085
Rumania	1,496,857	559,530	822,645	992,405	889,534	1,252,487
Russia	428,808	2,144,127	2,841,153	2,339,571	2,600,642	3,964,235
Turkey	75,555	1,362,754	1,373,933	5,890,189	4,803,002	5,149,562
Other Countries	6,342,341	3,120,369	3,611,440	5,988,191	5,262,964	2,995,515
Total	142,108,862	122,005,222	118,060,888	146,162,901	140,902,651	144,571,070

TABLE III.  
Table of the Importing Commerce from America to Greece

Class of Articles	1916	1915	1914	1913	1912	1911	1910
Live-Stock in General	1,817,169	519,615	811,074	317,668	672,219	1,331,067	1,492,229
Fishing Articles	1,716,188	192,303	12,906	11,099	5,575	22,560	22,543
Articulate Articles	69,225,468	63,911,862	9,743,428	675,807	373,272	192,529	150,991
Oils and Oily Materials	143,269	14,755	2,906	5,443	4,345	1,024	1,024
Forest Articles	3,616,556	418,881	147,952	19,728	67,149	30,996	35,991
Vegetable Dyestuffs and Tannery Articles	7,928	31,913	514	78	332		
Ore and Crude Metals	3,890,005	2,889,682	862,304	603,211	1,076,167	990,731	912,864
Pharmaceutical and Chemical Articles	5,726,036	854,999	141,278	39,126	40,841	61,721	14,120
Skins and Bones of Animals	2,968,487	1,114,363	372,168	146,400	287,469	257,457	206,631
Furniture and Wooden Articles	15,204	2,213	4,653	1,870	1,381	1,614	1,993
Article of Candles	15,069,128	1,456,534	39,807	17,343	54,182	8,370	446
Wines and Liquors	9,910	40					
Thread-Yarn and Clothings	2,865,229	1,437,407	1,297,474	797,079	1,130,121	993,943	698,329
Weave and Hat Articles	522,467	8,866	3,932	1,181	149	1,565	479
Pottery and Glass Articles	37,774	17,374	78,575	789	651	732	
Worked Ore and Metals	2,196,649	283,116	126,733	46,238	265,146	151,965	549,885
Musical Instruments and Science Instruments	217,666	65,739	47,621	26,920	53,186	24,892	26,465
Paper and Printing Arts	2,032,581	98,498	20,409	8,422	17,443	20,059	20,059
Different Articles from Different Materials	97,774	298,891	210,100	118,268	111,441	84,003	87,114
Total	144,464,267	73,428,271	13,909,012	2,849,200	4,150,794	4,142,774	4,210,360

NOTE.—The numbers of the year 1916 are official for the first nine months. The numbers for the last three months were taken by conjecture.

TABLE IV.  
Table of the Exporting Commerce from Greece to America  
During the Seven Years 1910-1916, in Gold Drachmas

Class or Articles	1916	1915	1914	1913	1912	1911	1910
Live-Stock in General	.....	.....	.....	.....	.....	.....	.....
Live-Stock Articles	2,638,020	3,069,490	1,842,159	1,060,099	1,053,800	1,318,400	888,418
Fishing Articles	86,922	18,500	14,300	7,600	17,000	38,086	3,000
Agricultural Articles	6,107,411	7,171,492	7,884,901	5,182,684	7,090,504	7,370,316	5,337,270
Oils and Oily Materials	2,795,698	3,097,691	5,853,761	2,194,453	3,210,122	2,797,363	2,182,251
Forest Articles	106,032	72,355	229,860	3,594	13,000	4,040	200
Vegetable Dyestuffs and Tannery Articles	.....	.....	.....	.....	.....	.....	.....
Ore and Rude Metals	309,373	534,336	468,132	244,570	858,110	524,292	792,408
Pharmaceutical and Chemical Articles	4,900	6,707	3,940	59,189	373	2,036	1,479
Skins and Bones of Animals	.....	.....	.....	.....	.....	.....	.....
Furniture and Wooden Articles	.....	.....	.....	.....	.....	.....	.....
Articles of Candles	350	2,709	3,496	1,383	5,015	5,350	5,657
Wines and Liquors	1,404,086	935,121	570,476	409,251	456,193	381,864	288,960
Thread-Yarn and Clothings	.....	168	.....	.....	2,400	.....	5,740
Weave and Hat Articles	.....	.....	.....	.....	.....	150	.....
Pottery and Glass Articles	.....	.....	.....	.....	.....	.....	.....
Worked Ore and Metals	329,650	480,450	393,595	62,250	37,120	14,151	41,200
Musical Instruments and Science Instruments	.....	.....	.....	.....	.....	.....	.....
Paper and Printing Arts	41,400	13,571	7,580	7,800	8,170	15,917	7,327
Different Articles from Different Materials	98,850	169,320	76,960	30,100	59,650	90,340	19,100
Total	13,941,952	16,491,468	17,335,181	9,263,343	12,808,317	12,561,397	10,546,020

NOTE.—The numbers of the year 1916 are official for the first nine months.  
The numbers for the last three months were taken by conjecture.

## KINGDOM OF GREECE PROVISIONAL GOVERNMENT HIGHEST DIRECTION OF COMMUNICATION.

Salonica, Greece, April 2, 1917.

Mr. Polybios P. Leekos,  
City.

Dear Sir:—

We authorize you to negotiate with different important establishments in America, able to install complete telephone communication of the latest existing system, for Salonica and the other towns in the interior of Macedonia.

Also you are authorized to find out the best Chromotypolithographic establishment, also to undertake the artistic printing of different stamps, postal cards and short letters in use in our Post Offices.

You shall submit to our Ministry fully particularized propositions, the acceptance of which depends upon our approval.

With every honor,

(Signed) ALEXANDER KASSAVETIS,  
Minister of Communications.

(Seal of the Ministry of Communications)

\* \* \* \* \*

Vu pour legalisation de la signature de Mr. Alexander Kassavetis, Ministre des Communications.

Salonique, le 10/23 Avril, 1917.

Le Ministre des Affaires Etrangeres  
at par son Autorisation.

Le Chef du Cabinet.

(Signed) K. E. VENIZELOS.

(Official Seal of the Ministry of Foreign Affairs)

## CONSULATE OF THE UNITED STATES OF AMERICA. KINGDOM OF GREECE

### CITY OF SALONIKI

I, H. Earle Russell, Vice Consul of the United States of America in and for said city of Saloniki, Greece, do hereby certify that the signature of Mr. K. E. Venizelos, Secretary of the Ministry of Foreign Affairs of the Provisional Government and the seal of this office as written and affixed on the first page of this document are true and genuine and as such are entitled to full faith and credit.

In witness whereof I have hereunto set my hand, affixed the seal of this Consulate at Saloniki, Greece, this twenty-fourth day of April, A. D. 1917.

(Signed) H. EARLE RUSSELL,

Vice Consul of the United States of America.

American Consular Service Stamp and Official Seal of the American Consulate.

Serial No. 74

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Fee \$2.00

### CREDENTIAL NEWSPAPER "PATRIS"

DAILY

Founded

1889



Proprietor

S. SIMOS

Athens

Salonica, 10/23 April, 1917.

It is the purpose of these lines to introduce and accredit Mr. Polybios P. Leckos, as the representative in the United States and Canada of the daily newspaper "Patris," published in Athens, which supports the principles and aims of the Liberal Party under the leadership of Mr. E. Venizelos.

Mr. Leckos is hereby authorized to accept subscriptions, receive payments and issue receipt therefor, signed by himself, for the "Patris."

At the same time we beg to request all newspaper publishers, editors, Consuls of Greece, and others to give our representative all aid and countenance which he may require, for which we beg to express thanks and appreciation in advance.

Respectfully,

(Signed) S. SIMOS,

(Official Seal of the daily Newspaper "Patris," in Athens, Greece.)

Vu pour la legalisation de la signature de Mr. S. SIMOS, Ministre et Proprietaire du Journal "Patris,"

Salonique, le 10/23 Avril, 1917.

Le Ministre des Affaires Etrangeres, at par son

Autorisation, Le Chef du Cabinet.

(Signed) K. E. VENIZELOS.

(Official Seal of the Ministry of Foreign Affairs.)

### CONSULATE OF THE UNITED STATES OF AMERICA. KINGDOM OF GREECE

CITY OF SALONIKI

I, H. Earle Russell, Vice Consul of the United States of America in and for said city of Saloniki, Greece, do hereby certify that the signature of Mr. K. E. Venizelos, Secretary of the Ministry of Foreign Affairs of the Provisional Government and the seal of this office as written and affixed on the first page of this document are true and genuine and as such are entitled to full faith and credit.

In witness whereof I have hereunto set my hand affixed the seal of this Consulate at Saloniki, Greece, this twenty-fourth day of April, A. D. 1917.

(Signed) H. EARLE RUSSELL,

Vice Consul of the United States of America.

American Consular  
Service Stamp and  
Official Seal of the  
American Consulate.

Serial No. 77

Tariff No. 38

Fee \$2.00

Salonica, Greece, April 10, 1917.

Mr. Polybios P. Leckos,  
City.

Dear Sir:—

We authorize you to consult and negotiate with different in America and Canada important factories, being able to furnish to our Newspaper "Patris," the latest style of rapid printing presses and linotype machines with all the relative accessories. Also printing paper for the use of our newspaper.

You shall submit to us fully particularized propositions, the acceptance of which depends upon our approval.

With great honor,

The PROPRIETOR

of the Newspaper "Patris," of Athens, Greece.

(Signed) S. SIMOS.

(Official Seal of  
the Daily Newspaper  
Patris at Athens, Greece.)

I do hereby certify for the genuineness of the signature of Mr. S. Simos, Proprietor of the Newspaper "Patris," the official organ of the Liberal Party of Greece.

Salonica, April 10, 1917.

The Director of the Office of the Minister.

(Signed) K. E. VENIZELOS.

(Official Seal of the Ministry of Foreign Affairs.)

I do hereby certify for the genuineness of the signature of Mr. S. Simos, Minister and Proprietor of the Newspaper "Patris."

Salonica, Greece, April 10/23, 1917.

The Minister of Foreign Affairs and by his authorization the Chief of Cabinet.

(Signed) K. E. VENIZELOS.

(Official Seal of the Ministry of Foreign Affairs.)

**CONSULATE OF THE UNITED STATES OF AMERICA.  
KINGDOM OF GREECE**

**CITY OF SALONIKI**

I, H. EARLE RUSSELL, Vice Consul of the United States of America in and for said city of Saloniki, Greece, do hereby certify that the signature of Mr. K. Venizelos, Secretary of the Ministry of Foreign Affairs of the Provisional Government and the seal of his office as above written and affixed are true and genuine and as such are entitled to full faith and credit.

In witness whereof, I have hereunto set my hand and affixed the seal of this Consulate at Saloniki, Greece, this twenty-fourth day of April, A. D. 1917.

(Signed) H. EARLE RUSSELL,

Vice Consul of the United States of America.

(Stamp and official Consulate Seal)

Serial No. 76

Tariff No. 38

Fee \$2.00

**CREDENTIAL NEWSPAPER "HESTIA"**

**DAILY  
Founded  
1894**



**Proprietor  
A. KYROU  
Athens**

Athens, Greece, the 5th/18th May, 1917.

It is the purpose of these lines to introduce and accredit Mr. Polybios P. Leckos, as the representative in the United States and Canada of the daily Newspaper "Hestia," published in Athens, which supports the principles and the aims of the Liberal Party under the leadership of Mr. E. Venizelos.

Mr. Leckos is hereby authorized to accept subscriptions, receive payments and issue receipts thereof, signed by himself, for the "Hestia."

At the same time we beg to request all newspaper publishers, editors, Consuls of Greece, and others, to give our representative all aid and countenance which he may require for which we beg to express thanks and appreciation in advance.

Respectfully,

(Signed) A. KYROU.

(Official Seal of the daily Newspaper "Hestia,"

Athens, Greece)

**PUBLISHER**

for the Newspaper "Hestia," in Athens.

**LEGATION OF THE UNITED STATES OF AMERICA,  
ATHENS, GREECE.**

Seen at the Legation of the United States of America at Athens, Greece, this 21st day of May, 1917, for the certification of the above signature of Mr. Ad. Kyrou, Publisher of the Newspaper "Hestia," at Athens, Greece.

J. P. THORFOE,

Clerk of Legation.

(Official Seal of the Legation of the United States in Athens, Greece.)

Athens, Greece, May 5/18, 1917.

**Mr. Polybios P. Leckos,  
City.**

Dear Sir:

We authorize you to consult and negotiate with different in America and Canada important factories, being able to furnish to our own newspaper in Athens, "Hestia," the latest style of rapid printing presses and linotype machine with all the relative accessories. Also printing paper for the use of our newspaper.

You shall submit to us fully particularized propositions, the acceptance of which depends upon our approval.

With Great honor,

The PROPRIETOR

Of the Newspaper "Hestia" of Athens, Greece.

(Signed) AD. KYROU.

(Official Seal of the daily Newspaper "Hestia" of Athens, Greece.)

Seen at the legation of the United States of America at Athens, Greece, this 21st day of May, 1917, for the verification of the above signature of Mr. Ad. Kyrou, publisher of the Newspaper "Hestia" at Athens, Greece.

(Signed) G. THORFOE,

Clerk of the Legation.

(Seal of the Legation of the United States of America, at Athens, Greece.)

## CREDENTIAL NEWSPAPER "ROMIOS"

WEEKLY  
Founded  
1886



Proprietor  
G. SOURIS  
Athens

Athens, Greece, the 5th/18th May, 1917.

It is the purpose of these lines to introduce and accredit **Mr. Polybios P. Leckos**, as the representative in the United States and Canada of the Weekly Satirical Newspaper "**Romios**," published in Athens, which supports the principles and the aims of the Liberal Party under the leadership of **Mr. E. Venizelos**.

**Mr. Leckos** is hereby authorized to accept subscriptions, receive payments and issue receipts thereof, signed by himself, for the "**Romios**."

At the same time we beg to request all newspapers publishers, editors, Consuls of Greece, and others, to give our representative all aid and countenance which he may require for which we beg to express thanks and appreciation in advance.

Respectfully,

(Signed) **GEORGE SOURIS**.

Publisher for the Newspaper "**Romios**" in Athens.

(Official Seal of the weekly Newspaper  
**Romios**, Athens, Greece.)

## LEGATION OF THE UNITED STATES OF AMERICA, ATHENS, GREECE.

Seen at the Legation of the United States of America at Athens, Greece, this 21st day of May, 1917, for the certification of the above signature of **Mr. Georges Souris**, Publisher of the Newspaper "**Romios**," in Athens, Greece.

**J. P. THORFOE**,

Clerk of Legation.

(Official Seal of the Legation of the United States in Athens, Greece.)

Consular Book, 55  
Book of Control, 14

## THE GREEK ROYAL CONSULATE San Francisco, Calif.

CERTIFIES THAT

As it appears from the official papers and other genuine documents which **Mr. Polybios P. Leckos** holds and which are duly signed and attested by the editors and proprietors of the daily Greek newspapers in Athens, Greece, "**Patris**," "**Hestia**" and "**Romios**," Messrs. **S. Simos**, **A. Kyron** and **G. Souris**, whose signatures are certified by the Ministry of Foreign Affairs in Athens, Greece, and by the Legation of the United States of America, **Mr. Polybios P. Leckos**, is without any doubt and contradiction the recognized General Representative in the United States and Canada of said newspapers which are supporting the ideas and principles of the Liberal Party under the leadership of his Excellency **Mr. Eleftherios Venizelos**, and of which the first two are considered as the semi-official organs of the Royal Greek Government.

In testimony whereof the present certificate is given to him to be used where it will be necessary

The General Consul of Greece.

(Signed) **M. TSAMADOS**.

(Official Seal of the Greek Royal Consulate at San Francisco, Calif.)

## ROYAL GREEK CROWN CONSULATE GENERAL OF GREECE Chicago, Illinois, U. S. A.

Serial No. 2504

THE GENERAL CONSULATE OF GREECE  
At Chicago, Illinois.

Certifies that, as it appears from the official representation documents in hands of **Mr. Polybios P. Leckos**, duly signed by the proprietors of the Greek newspapers at Athens, Greece, "**Hestia**," "**Patris**" and "**Romios**," Messrs. **A. Kyron**, **S. Simon** and **G. Souris**, whose signatures genuineness is attested by the Ministry of Foreign Affairs of Greece, and by the Legation of the United States of America at Athens, Greece, and dated the first May 5, 1917, the second April 10, 1917, and the third May 5/18, 1917, **Mr. Polybios P. Leckos**, without any doubt, is recognized as general representative in the United States and Canada of said newspapers, which are supporting the ideas and principles of the Liberal Party under the leadership of His Excellency **Mr. Eleftherios Venizelos**, and of which the two first are considered as semi-official organs of the Royal Greek Government.



In testimony whereof the present certificate is given to him to be used where it is necessary.

Chicago, Illinois, October 11/24, 1918.

(Signed) CONSTANTINOS XANTHOPOULOS,  
General Consul.

(Official Seal of the General Consulate of Greece, at Chicago, Ill.)  
Control No. 3541  
Fees Drachmas 6.00.

**GOVERNOR'S OFFICE**  
**Austin, Texas, U. S. A.**

W. P. HOBBY, Governor

Austin, April 23, 1918.

To Whom It May Concern:

Having examined carefully the documents in the possession of Polybios P. Leckos, the authenticity of which is verified by the Ministry of Foreign Affairs of Greece, and by the American Minister of the United States of Athens, Greece, I found them to be in proper order.

We heartily permit Mr. P. Leckos to solicit subscriptions for the Pro-Allyed and liberal press of Athens, "Patris," "Hestia" and "Romios," from the Greeks of the State of Texas. The first two are the semi-official organs of the Greek Liberal Party under the leadership of Mr. E. Venizelos, who now is the head of the Greek Government, and the last one is the famous satirical paper of George Souris.

We are requesting our Greek citizens of the State of Texas to disregard the rumors which may be circulated against Mr. Leckos by our enemies, as he is duly authorized for the above mentioned representation, having authority to receive money and give the necessary receipts.

In addition to the above, Mr. N. Politis, the present Minister of Foreign Affairs of Greece, by his semi-official letter, the text of which is translated from the Greek into the English language which is verified by Mr. Garrett Droppers, the American Minister at Athens, Greece has requested Mr. Polybios P. Leckos to follow the commercial and economic movement of the United States, and to be so kind as to send me from time to time reports on such subjects as may present a special interest from Greece.

The officials named state that these reports would in a measure supply the void in our service, which is due to our lack of the institution of commercial attaches, and would facilitate the preliminary study of the bases upon which we shall be able to conclude a new commercial treaty in the future with the United States.

This State appreciates the mission of Mr. Polybios P. Leckos and introduce him to our citizens of Texas, who may give him every support and confidence in their power for the successful termination of his mission.

(Signed) W. P. HOBBY,  
Governor of Texas State.

**Executive Chamber**  
**STATE OF ARKANSAS**  
**Little Rock**  
**Charles H. Brough, Governor**

Little Rock, May 16th, 1918.

To Whom It May Concern:

Having examined carefully the documents in the possession of Polybios P. Leckos, the authenticity of which is verified by the Ministry of Foreign Affairs of Greece and by the American Minister of the United States, of Athens, Greece, I found them to be in proper order.

We heartily permit Mr. P. Leckos to solicit subscriptions for the Pro-Allyed and liberal press of Athens, "Patris," "Hestia" and "Romios," from the Greeks of the State of Arkansas. The first two are the semi-official organs of the Greek Liberal Party under the leadership of Mr. E. Venizelos, who now is the head of the Greek Government, and the last one is the famous satirical paper of George Souris.

In addition to the above, Mr. N. Politis, the present Minister of Foreign Affairs of Greece, by his semi-official letter, the text of which is translated from the Greek into the English language which is verified by Mr. Garrett Droppers, the American Minister of Athens, Greece, has requested Mr. Polybios P. Leckos to follow the commercial and economic movement of the United States and to be so kind as to send me from time to time reports on such subjects as may present a special interest from Greece.

We are requesting our Greek citizens of the State of Arkansas to disregard the rumors which may be circulated against Mr. Leckos by our enemies as he is duly authorized for the above mentioned representation having authority to receive money and give the necessary receipts.

The officials named state that these reports would in a measure supply the void in our service, which is due to our lack of the institution of commercial attaches, and would facilitate the preliminary study of the bases upon which we shall be able to conclude a new commercial treaty in the future with the United States.

This State appreciates the mission of Mr. Polybios P. Leckos and introduce him to our citizens of Arkansas, who may give him every support and confidence in their power for the successful termination of his mission.

(Signed) C. H. BROUGH,  
Governor of Arkansas.

STATE OF KANSAS  
Arthur Capper, Governor

Topeka, June 3, 1918.

To Whom It May Concern:

Having examined carefully the documents in the possession of Polybios P. Leckos, the authenticity of which is verified by our Ministry of Foreign Affairs of Greece, and by the American Minister of the United States, of Athens, Greece, I found them to be in proper order.

We heartily permit Mr. P. Leckos to solicit subscriptions for the Pro-Allyed and liberal press of Athens, "Patris," "Hestia" and "Romios" from the Greeks of the State of Kansas. The first two are the semi-official organs of the Greek Liberal Party under the leadership of Mr. E. Venizelos, who now is the head of the Greek Government, and the last one is the famous satirical paper of George Souris.

We are requesting our Greek citizens of the State of Kansas to disregard the rumors which may be circulated against Mr. Leckos by our enemies, as he is duly authorized for the above mentioned representation, having authority to receive money and give the necessary receipts.

In addition to the above, Mr. N. Politis, the present Minister of Foreign Affairs of Greece, by his semi-official letter, the text of which is translated from the Greek into the English language which is verified by Mr. Garrett Droppers, the American Minister at Athens, Greece, has requested Mr. Polybios P. Leckos to follow the commercial and economic movement of the United States and to be so kind as to send me from time to time reports on such subjects as may present a special interest from Greece.

The officials named state that these reports would in a measure supply the void in our service, which is due to our lack of the institutions of commercial attaches, and would facilitate the preliminary study of the bases upon which we shall be able to conclude a new commercial treaty in the future with the United States.

This state appreciates the mission of Mr. Polybios P. Leckos and introduce him to our citizens of Kansas, who may give him every support and confidence in their power for the successful termination of his mission.

(Signed) ARTHUR CAPPER,  
Governor of Kansas.

STATE OF NEBRASKA  
Executive Office  
Lincoln  
Keith Neville, Governor

Lincoln, June 15th, 1918.

To Whom It May Concern:

Having examined carefully the documents in the possession of Polybios P. Leckos, the authenticity of which is verified by our Ministry of Foreign Affairs of Greece and by the American Minister of the United States of Athens, Greece, I found them to be in proper order.

We heartily permit Mr. P. Leckos to solicit subscriptions for the Pro-Allyed and liberal press of Athens, "Patris," "Hestia" and "Romios" from the Greeks of the State of Nebraska. The first two are the semi-official organs of the Greek Liberal Party under the leadership of Mr. E. Venizelos, who now is the head of the Greek Government, and the last one is the famous satirical paper of George Souris.

We are requesting our Greek citizens of the State of Nebraska to disregard the rumors which may be circulated against Mr. Leckos by our enemies, as he is duly authorized for the above mentioned representation, having authority to receive money and give the necessary receipts.

In addition to the above, Mr. N. Politis, the present Minister of Foreign Affairs of Greece, by his semi-official letter, the text of which is translated from the Greek into the English language which is verified by Mr. Garrett Droppers, the American Minister at Athens, Greece, has requested Mr. Polybios P. Leckos to follow the commercial and economic movement of the United States and to be so kind as to send me from time to time reports on such subjects as may present a special interest from Greece.

The officials named stated that these reports would in a measure supply the void in our service, which is due to our lack of the institutions of commercial attaches, and would facilitate the preliminary study of the basis upon which we shall be able to conclude a new commercial treaty in the future with the United States.

This state appreciates the mission of Mr. Polybios P. Leckos and introduces him to our citizens of Nebraska, who may give him every support and confidence in their power for the successful termination of his mission.

(Signed) KEITH NEVILLE,  
Governor of Nebraska.

(Seal)

STATE OF MINNESOTA

Executive Department

St. Paul

J. A. A. Burnquist, Governor

St. Paul, June 28, 1918.

To Whom It May Concern:

Having examined carefully the documents in the possession of Polybios P. Leckos, the authenticity of which is verified by the Ministry of Foreign Affairs of Greece, and by the American Minister of the United States, Athens, Greece, I find them to be in proper order.

I am informed that Mr. P. Leckos intends to solicit subscriptions for the Pro-Allied and liberal press of Athens, "Patris," "Hestia" and "Romios," from the Greeks of the State of Minnesota. The first two are the semi-official organs of the Greek Liberal Party under the leadership of Mr. E. Venizelos, who now is the head of the Greek Government, and the last one is the famous satirical paper of George Souris.

It is requested that the Greek citizens of the State of Minnesota disregard the rumors which may be circulated against Mr. Leckos by our enemies, as he is duly authorized for the above mentioned representation, having authority to receive money and give the necessary receipts.

In addition to the above, Mr. N. Politis, the present Minister of Foreign Affairs of Greece, by his semi-official letter, the text of which is translated from the Greek into the English language, which is verified by Mr. Garrett Dropers, the American Minister at Athens, Greece, has requested Mr. Polybios P. Leckos to follow the commercial and economic movement of the United States and to be so kind as to send me from time to time reports on such subjects as may present a special interest from Greece.

The officials named state that these reports would in a measure supply the void in their service, which is due to a lack of institutions of commercial attaches. They would facilitate the preliminary study of the bases upon which it will be possible to conclude a new commercial treaty in the future with the United States.

This state appreciates the mission of Mr. Polybios P. Leckos and presents him to the citizens of Minnesota, who may give him every possible support and confidence for the successful termination of his mission.

(Signed) J. A. A. BURNQUIST,

Governor of Minnesota.

(Official Seal)

COMMONWEALTH OF IOWA

Executive Department

W. L. Harding, Governor

Des Moines

Des Moines, July 29, 1918.

To Whom It May Concern:

Having examined carefully the documents in the possession of Polybios P. Leckos, the authenticity of which is verified by the Ministry of Foreign Affairs of Greece, and by the American Minister of the United States, Athens, Greece, I find them to be in proper order.

I am informed that Mr. P. Leckos intends to solicit subscriptions for the Pro-Allied and liberal press of Athens, "Patris," "Hestia" and "Romios," from the Greeks of the State of Iowa. The first two are the semi-official organs of the Greek Liberal Party under the leadership of Mr. E. Venizelos, who now is the head of the Greek Government, and the last one is the famous satirical paper of George Souris.

It is requested that the Greek citizens of the State of Iowa disregard the rumors which may be circulated against Mr. Leckos by our enemies, as he is duly authorized for the above mentioned representation, having authority to receive money and give the necessary receipts.

In addition to the above, Mr. N. Politis, the present Minister of Foreign Affairs of Greece, by his semi-official letter, the text of which is translated from the Greek into the English language, which is verified by Mr. Garrett Dropers, the American Minister at Athens, Greece, has requested Mr. Polybios P. Leckos to follow the commercial and economic movement of the United States and to be so kind as to send me from time to time reports on such subjects as may present a special interest from Greece.

The officials named stated that these reports would be in a measure supply the void in their service, which is due to a lack of the institutions of commercial attaches. They would facilitate the preliminary study of the basis upon which it will be possible to conclude a new commercial treaty in the future with the United States.

This state appreciates the mission of Mr. Polybios P. Leckos, and presents him to the citizens of Iowa, who may give him every possible support and confidence for the successful termination of his mission.

(Signed) W. L. HARDING,

Governor of Iowa.

(Official Seal)

Official  
Seal

## EXECUTIVE CHAMBERS

Madison, Wisconsin

Emanuel L. Philipp, Governor

Madison, Wisconsin, October 11, 1918.

To Whom It May Concern:

I have examined the documents and certificates presented by Mr. Polybios P. Leckos, and they appear to be well authenticated, being verified by the Ministry of Foreign Affairs of Greece, and by the American Minister of the United States, Athens, Greece. They have not the endorsement of the State Department at Washington, but excepting for this omission they seem to fully establish that Mr. Leckos is what he represents himself to be, namely, the accredited representative of three semi-official newspapers in Greece.

Mr. Leckos is soliciting subscriptions for the papers named among the Greeks resident in this country, and I commend him to the good offices of the Greeks resident in Wisconsin. They, better than I, will know whether the newspapers for which Mr. Leckos is seeking support are friendly to the Allied cause.

(Signed) E. L. PHILIPP,  
Governor of Wisconsin.

## THE STATE COUNCIL OF DEFENSE

State Capitol

Springfield, Illinois

Samuel Insull, Chairman

Chicago, October 15th, 1918.

To Whom It May Concern:

Having examined carefully the documents in the possession of Polybios P. Leckos, the authenticity of which is verified by the Ministry of Foreign Affairs of Greece, and by the American Minister of the United States, Athens, Greece, I find them to be in proper order.

I am informed that Mr. P. Leckos intends to solicit subscriptions for the Pro-Allied and liberal press of Athens, "Patris," "Hestia" and "Romios," from the Greeks of the State of Illinois. The first two are the semi-official organs of the Greek Liberal Party under the leadership of Mr. E. Venizelos, who now is the head of the Greek Government, and the last one is the famous satirical paper of George Souris.

It is requested that the Greek citizens of the State of Illinois disregard the rumors which may be circulated against Mr. Leckos by our enemies, as he

is duly authorized for the above mentioned representation, having authority to receive money and give the necessary receipts.

In addition to the above, Mr. N. Politis, the present Minister of Foreign Affairs of Greece, by his semi-official letter, the text of which is translated from the Greek into the English language, which is verified by Mr. Garrett Droppers, the American Minister at Athens, Greece, has requested Mr. Polybios P. Leckos to follow the commercial and economic movement of the United States and to be so kind as to send me from time to time reports on such subjects as may present a special interest from Greece.

The officials named state that these reports would, in a measure, supply the void of our service, which is due to our lack of the institution of commercial attaches. They would facilitate the preliminary study of the bases upon which it will be possible to conclude a new commercial treaty in the future with the United States.

This State appreciates the mission of Mr. Polybios P. Leckos and presents him to the citizens of Illinois, who may give him every possible support and confidence for the successful termination of his mission.

(Signed) SAMUEL INSULL,  
Chairman.

## STATE OF MICHIGAN

Executive Office, Lansing

Albert E. Sleeper, Governor

Lansing, November 11, 1918.

To Whom It May Concern:

Having carefully examined the documents as presented to me by Mr. Polybios P. Leckos. I believe them to be genuine.

Of course, I do not know Mr. Leckos personally, but he certainly has good recommendations from the present Minister of Foreign Affairs of Greece, the text of which has been translated from the Greek into the English language which is verified by Mr. Garrett Droppers, the American Minister of Athens, Greece, and who has requested Mr. Polybios P. Leckos to follow the commercial and economic movement of the United States and to send him from time to time reports on such subjects as may present a special interest from Greece.

The officials named state that these reports would, in a measure, supply the void of our service, which is due to our lack of the institution of commercial attaches, and would facilitate the preliminary study of the bases upon which we shall be able to conclude a new commercial treaty in the future with the United States.

This State appreciates the mission of Mr. Polybios P. Leckos and presents him to the citizens of Michigan, who may give him every support and confidence in their power for the successful termination of his mission.

(Signed) ALBERT E. SLEEPER,  
Governor of Michigan.

(Official Seal)

HOTEL DE LA GRANDE BRETAGNE  
Sur La Place Du Palais Royal  
Athens, Greece

Mr. Polybios P. Leckos,  
City.

Athens, Greece, 13/26 May, 1917.

Dear Sir:

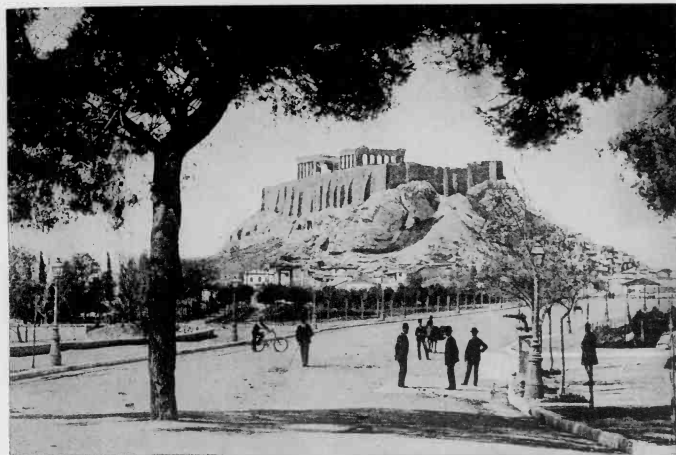
Following our personal discussion and understanding concerning the establishment in America on your initiative of a big American Company for building and running different hotels in Athens and in other parts of Greece, we hereby gladly declare that in such a case we are disposed to offer to said company on the most favorable terms our hotel under the name HOTEL DE LA GRANDE BRETAGNE, i. e., the building situated on ground (4,000 pihis) (3 feet each pihis) with the respective furniture and other utensils.

Also we are disposed to take part as partners to said company in the share of One Million Francs, being sure that such an enterprise, well managed, surely can yield to the shareholders 10%-15% dividend at least.

Also we gladly accept to offer actively to said enterprise our services in case we would be called upon by said company to be established.

Wishing you success in your efforts on said enterprise, we beg you to accept our best wishes and the assurance of our esteem.

(Signed) TH. PETRAKOPOULOS.



A small view of Athens which the Archæophiles surname "Palladium of Minerva" and the Romantics "Violet Crowned City." This picture shows also the famous "Akropolis," the ancient glory of Greece.



The Hellenic Exhibition Palace in Athens (Greece).

HOTEL DE LA GRANDE BRETAGNE  
Sur La Place Du Palais Royal  
Athens, Greece

Athens, Greece, 13/26 May, 1917.

Mr. Polybios P. Leckos,  
City.

Dear Sir:

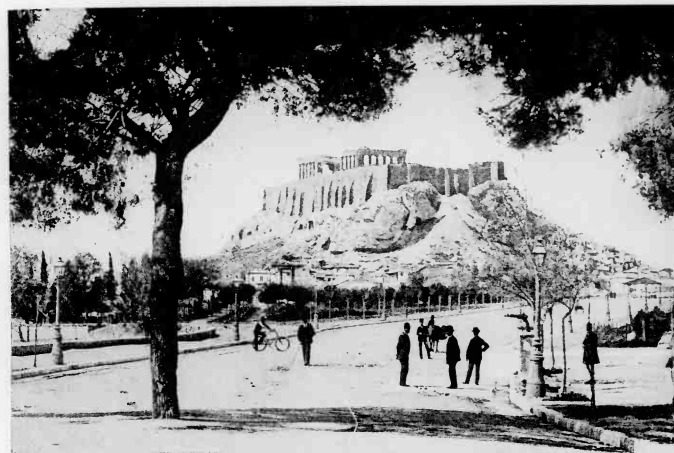
Following our personal discussion and understanding concerning the establishment in America on your initiative of a big American Company for building and running different hotels in Athens and in other parts of Greece, we hereby gladly declare that in such a case we are disposed to offer to said company on the most favorable terms our hotel under the name HOTEL DE LA GRANDE BRETAGNE, i. e., the building situated on ground (4,000 pilis) (3 feet each pilis) with the respective furniture and other utensils.

Also we are disposed to take part as partners to said company in the share of One Million Francs, being sure that such an enterprise, well managed, surely can yield to the shareholders 10%-15% dividend at least.

Also we gladly accept to offer actively to said enterprise our services in case we would be called upon by said company to be established.

Wishing you success in your efforts on said enterprise, we beg you to accept our best wishes and the assurance of our esteem.

(Signed) TH. PETRAKOPOULOS.



A small view of Athens which the Archaeophiles surname "Palladium of Minerva" and the Romantics "Violet Crowned City." This picture shows also the famous "Akropolis," the ancient glory of Greece.



The Hellenic Exhibition Palace in Athens (Greece).

## ON THE EXPLOITATION OF THE HOTELS IN GREECE

Since the transfer of the capital of Greece to Athens, Greece, in 1840, this city has become the meeting place of a great number of strangers coming from every point of the universe because of its glorious history and illustrious past, of which one can form an idea by admiring the remains of the incomparable monuments of the ancient art found there.

Cradle of the Hellenic civilization, we can say that the beautiful capital of modern Greece is the most interesting city among the revived ancient towns. The incursions of the barbarians and the darkness of servitude caused the fall of the city of Light and the birthplace of the greatest philosophers of the Universe.

But Parthenon stands up always on the sacred hill of the Acropolis, indestructible proof of the perfection which only the Hellenic genius was able to reach.

Of the ruins and the few shacks that the Turkish tyranny has left to the revived young Nation, the Hellenic taste could make, in a relatively short time, a beautiful city, the uncontestedly most lovely city in the Orient, with great splendid boulevards and beautiful marble palaces.

Thanks to the Hellenic generosity of the Greeks living in all parts of the world, the new town is ornamented with imposing and majestic public monuments and has rebuilt the Stadium, famous and unique in the whole universe, sparkling with the Pentelic marble and in which are taking place every year the Pan-Hellenic games, and every four years the International Olympic games.

And if the Hellenic genius could make of Athens the Queen of Cities, nature also has given her gifts to it. Its sky always smiling, the encircling it picturesque hills, the unique horizon, have all made it the city of joy and light, as Lord Byron mentions it (The Country of Sweetness and Light).

With a climate equal to that of the French and Italian Riviera, Athens possesses a sweet winter (60-20°), an autumn exceptionally temperate and an agreeable and perfumed spring (16-26°). You can feel the influence of the heat only during the three months of summer.

But even during these three months of heat, Athens does not present the inconveniences of the towns of Italy and Egypt, thanks to the vicinity of the sea (5 kil. from Phaleron), which allows the sea wind to make itself felt. Anyway on account of the numerous and easy means of transportation between the city and its outlying districts, the inhabitants and tourists can very easily enjoy the sea baths and numerous other attractions.

ATHENS is particularly interesting at present when Greece, after two glorious and victorious wars has doubled its territory and its population. The Greek colonies of Egypt, of Asia Minor, and of the great European centers as well as of the United States will tie more close relations with the capital of Greece, and millions of Hellenes will gather in the intellectual center of Hellenism.

According to statistics the number of strangers visiting Greece until now as tourists or for business approximates to 20,000.

The reason for this limited number of travellers must be attributed so much to the total absence of railway communication with the rest of Europe as to the bad organization of the sea communications.

Among the numerous benefits arising from the war against Turkey, one of the most important is the possibility of the junction of the Greek railways with the Serbian, which at last will effect the communication with the rest of Europe. It is evident that the establishment of railway communications will visibly accelerate the action of civilization in the countries free now from the Turkish oppression and will contribute to the easy exploitation of the rich sources contained in Greece and to the considerable development of the national wealth. Until now the trip between Athens and the great centers of Europe (Paris, Vienna, Berlin, London) had a duration of from 4 to 6 days which through the inland communication will be reduced to only 50-60 hours.

On account of her topographical situation which makes her the mistress of the Mediterranean Sea and her long coast line, Greece must stimulate very shortly the development of her communications with Egypt and Turkey and the great ports of Europe, and provide her great ports with all modern installations, principally Salonica and Piraeus, because through these two waterways the communication will be shorter with the great ports of the Far East.

By these remarks it is evident that the City of Athens will be greatly developed and will be the center of great interest and the object of travel for tourists, the more so because it is on the way between Constantinople and Alexandria, and very near Italy.

## THE HOTELS IN GREECE

It is very necessary that the city possesses big hotels with every modern comfort and corresponding to the needs and exigencies of the traveller of today, who does not care about the expenses when he wants to have comfort and ease.

Unfortunately the first-class hotels now in the city are far from combining the necessary conditions of modern comfort, and furthermore are not sufficient. The formation of a company "For the exploitation of the hotels in Greece" is of the first necessity and the advice of competent people is that this enterprise is one of the most lucrative at the present moment in Greece.

There is no city in Europe which, in comparison with population, has as many hotels as the City of Athens has.

But unfortunately we do not exaggerate when we say that in Athens there is not one hotel having the indispensable elements of such an establishment of second and third class. Ancient or modern houses, built for altogether different purpose, with very few rooms and without any comfort, are used today as hotels in Athens. The two best hotels in Athens, more than fifty years old, are the Hotel de la Grande Bretagne and the Hotel d' Angleterre, which have

many important drawbacks and are distinguished from the rest only by their perfect cleanliness, their good cuisine and their conscientious management. The "Palace Hotel" comes immediately after these two and has been built a few years ago. It has 45 rooms only, many inconveniences and is much inferior to the two others.

The hotel conditions are such in Athens that quite a number of tourists who come with the intention to stay 2 or 3 weeks, leave the very next day because they did not find rooms in the two first hotels, and especially during the great season (February, March and April).

And if this is the condition of the hotels in the capital, you can imagine what it is in the provinces, even in the towns frequented by the tourists (Olympia, Delphes, Corfu).

#### THE HOTEL DE LA GRANDE BRETAGNE

The best existing hotel today in Athens is the Hotel de la Grande Bretagne, situated in the corner of the streets George 1st and University Avenue, in the most appreciated center of the city, very near the Royal Palace, having in front the best square in Athens, named place of the Constitution, extending before the balconies of the hotel.

Constructed on a ground of 4,500 square piques, it has besides the main floor, two stories and about 10 rooms, of which only 80 can be rented. Not being for an hotel and installed in two houses hastily prepared for the quick exploitation of the hotel, it presents many inconveniences, especially the small number of rooms resulting from the bad use of the ground. Notwithstanding these faults the Hotel de la Grande Bretagne has given important benefits to its proprietor, who has been able in less than thirty years to become owner of the building and to enrich his hotel with furniture and other necessities to the extent of more than 1,000,000 francs, besides the great expenses he had to go through for the maintenance of the hotel, its management and the keeping up of the building in good condition.

#### THE HOTEL TRADE

The absence of all efforts for the progress of the exploitation of the movement of travellers in Greece is evident, and the Government itself has among its first projects to take the legislative measures necessary for inviting a greater number of tourists wishing to visit Greece.

The Minister of National Economy will very shortly nominate a commission from competent men, who will study the situation and submit to him their report on the means which will seem best to them to attract tourists in Greece.

The Government of Mr. Venizelos, now in power, has decided not only to effect the railway junction and make the sea communications better, but to expend important sums of money in order to make Greece known and to

encourage in every respect the creation of big hotels in the country, giving every facility to their prospective founders.

Taking into consideration that the railway communications will be completed in less than a year between Greece and the rest of Europe, it is evident that the present need of an hotel with 200-250 rooms and provided with every modern comfort of an hotel of today is felt.

On account of its exceptional location and its reputation, it is evident that the Hotel de la Grande Bretagne is the one which must be enlarged and remodeled, because it will give without doubt considerable profits. When this hotel will be exploited by and under different conditions, it will be easy to enlarge it by the acquisition at low prices of adjoining city lots.

The success of an enterprise like this one in Athens will encourage the company to open hotels of lesser importance, but at the same time with good profits, in the other towns of Greece, frequented by the tourists (Corfu, Delphes, Salonica) or in the water-cure towns (Loutraki, Edipsos) where the existing small hotels are still in a primitive state.

#### RESOLUTIONS

In Favor of

MR. POLYBIOS P. LECKOS

Of Fifty (50)

#### COMMERCIAL, INDUSTRIAL AND AGRICULTURAL SOCIETIES

For the Commercial Attaches to be appointed with the

#### ROYAL GREEK LEGATIONS

To His Excellency, the Minister of National Economy, Athens, Greece.  
Your Excellency:

Being informed from a communication of your Ministry, published in the newspapers "Ethnos" and "Patris," that you are contemplating to elaborate and submit soon at the approbation of the Chamber of Deputies, a special bill relative to establishing a body of Commercial Attaches, similar to the existing long time ago in Europe and other Balkan States, we hasten to congratulate you warmly and sincerely thank you for this, of uncalculable importance, care of yours for our national products and for the promotion of our commerce in general, and we respectfully dare to recommend to you—notwithstanding the fact that we are persuaded that, in your provident care for the success and firm establishment of this institution, excellent from every point of view, you



have always taken under consideration—that due care be given for the selection of those who will take this position.

Certainly you do not expect, Your Excellency, to be informed that the best laws become useless and sometimes detrimental on account of the unsuccessful and unbecoming selection of the appointed persons.

In the present case those to be appointed as Commercial Attaches, after the adoption of the relative bill, must, on account of the nature of their work, enjoy due consideration, esteem, reputation and the prestige of our national production. They are destined to create and complete inseparable and solid ties of mutual and serious support of the different branches of our commerce and industry, and consequently as such they must be enriched by rare natural and acquired qualifications.

Considering, Your Excellency, that the principal source, from which the Commercial Attaches are selected, wherever this law was adopted, i. e., from the Travelling Commercial Agents (Commis-Voyageurs), is so poor in our country on account of different reasons, we feel confident that on the time of the selection of proper persons to be entrusted with the position of Commercial Attache, you will be in difficulty to find such ones having the required qualifications.

These persons, who, as you know, better than any one else, by necessity will constitute in the future the nucleus and the nursery of a special body of Commercial Attaches, must have besides their intellectual completion and knowledge of everything concerning our commerce and industry, furthermore they must have travelled and have personal knowledge of different countries and have made the acquaintance in them of different eminent and active in commerce, countrymen of ours, and be esteemed by them on account of solid moral reputation and social affability and good exterior appearance.

Wishing from now and to our ability to help you out in your work concerning the successful selection of the persons to whom you would entrust, after the adoption of the respective law, the position of the Commercial Attache, we dare to suggest among the first Mr. Polybios P. Leekos, who truly proved exceptional in the branch of the travelling Commercial Attaches. Mr. Polybios P. Leekos, to our conception and without any exaggeration, fulfils all the well understood (Commis-Voyageur). Long time ago he devoted himself with ardor and uncomparable zeal to the theoretical and practical study and knowledge of all the foreign commercial markets, having been completely appreciated by and having strengthened the unshakable esteem of the homogeneous populations there. He represented many times the most important commercial and industrial houses of Greece with enviable care and dignity, having left always and everywhere the most brilliant impressions. His various high-honored lectures about our national commerce and production, which were always honored by the most prominent and distinguished members of the Hellenism everywhere, the reputable mention by which he was honored not only by the Greek newspapers, but by the foreign ones, his indomitable efforts to place the Greek products in the middle of a great competition with

the foreign ones, in conjunction with his blameless moral existence and his exemplary honesty, which otherwise are testified by the truthful titles and documents he holds, gave us the impression of a perfect Commercial Attache, such one as the civilized commercial world of today is requiring, and with full confidence we recommend him to your selection whenever the moment comes for the respective appointment to the position of the Commercial Attache, being sure that you will really be convinced for our just esteem, in which, we hope, you are taking part, too.

We beg to remain with distinguished honor and esteem,

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